

Automotive News

August 13, 1984

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Japanese cars capture top four spots; 11 makes set records

Honda leads in first-half sales per dealer

By Jenny L. King
Staff Writer

The record books were opened and several entries made as new-car sales-per-dealer averages were figured for the first half of 1984.

Dealership totals for both domestics and imports were up some from the January census, and industry sales jumped more than 20 percent, providing good news for the four U.S. makes and seven imports, which posted records.

As has been the case in recent years, dealerships handling Japanese makes earned the highest averages per franchise,

with Honda vaulting into first place from third. The Honda dealership total remained steady as retail sales were pumped up by the addition of full production at the Japanese auto maker's assembly plant in Marysville, O.

Toyota dropped into second place, and Mitsubishi overtook Nissan to occupy third. Nissan was fourth. Then, and only then, came a domestic make, Oldsmobile, which climbed to a record 192 sales per franchise, erasing its earlier record of 164 chalked up in the first half of 1977.

Oldsmobile has been the top

U.S. make for the first half of the calendar year since it unseated Chevrolet back in 1981. Fifth-place Oldsmobile was followed this time by Buick's record 168 sales per franchise. Chevrolet shared sixth place with Buick, showing substantial progress from its year-ago 129 average. Chevrolet's best was 218 in the first six months of 1973.

• Ford dealers boosted their average to 141 from 112, changing their position in the lineup to eighth from 10th. Volvo shared eighth place with Ford and notched a record for itself

with the 141 average.

Pontiac claimed 10th position at the 1984 midway point, its franchise average mushrooming to 127 from 85. The Pontiac record is 141, set in 1978. Chrysler (55) and Renault (68) also set first-half records.

Other first-half records belonged to Mercedes, Audi, BMW, Volvo, Saab, Jaguar and Peugeot, whose dealer numbers were stable while sales moved at record paces.

Mercedes's 97 average sur-

Continued on Page 50, Col. 4

Domestic car supply sliced; inventory stands at 47 days

By Kathleen Hamilton
Assistant Managing Editor

Changeovers and vacations at assembly plants helped trim the number of new domestic cars in dealer and factory inventories last month. It was the fourth month in a row in which the stockpile was reduced.

On Aug. 1, it stood at 1,297,864 cars—an anemic 47-day supply.

One month earlier, there were 1,445,799 domestics in inventory—a 52-day supply. On Aug. 1, 1983, the stockpile stood at 1,102,103—worth 48 days then, when sales were slower.

If the daily selling rate had not declined slightly during July, the Aug. 1 stockpile would have been even shorter. As it was, every car maker and division except Honda reported lower inventories than on July 1. Honda's stash of domestic Accords was up by only 250 cars.

And only Buick and Oldsmobile reported increases—slight ones at that—in their days-supply figures, due to slower sales.

At Oldsmobile, the sales decline could be attributed in part to scattered shortages in some popular lines. At month's end, the division had a better balance of cars than when the month started, although its inventory total changed only slightly.

The Buick Electra was among the lines in shortest supply on Aug. 1: There were only 21 days' worth left. The Cadillac DeVille/Fleetwood days' supply figure of 19 was even tighter, and a big drop from the 26 days' supply on hand July 1.

Pontiac Fieros hardly stopped in showrooms at all on their way to customers' garages during July. The Fiero supply stood at 17 days, down from 20 a month earlier.

Domestic Honda Accords clearly suffered sales losses during the month because of shortages. The days' supply rose from 15 to 19, but it was because of slower sales due to shortages, not the handful of extra cars that were in inventory at the close of July.

Chrysler division, American Motors and Volkswagen all trimmed their days' supply fig-

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As early as 1976, witness says

VW knew of oil problem, FTC told

By Jake Kelderman
Washington Reporter

WASHINGTON. — Volkswagen of America knew of the existence of an alleged excessive oil-consumption problem in some of its 1974-79 cars in the spring of 1976 or before, according to testimony recently given before an FTC administrative law judge.

VW has been locked in combat with the FTC for three years over the alleged problem with as many as one million of its Rabbits, Sciroccos, Dashers and Audis.

Volkswagen introduced the water-cooled Rabbit in the U.S. in 1975. Within a year of that introduction, reports began to appear of alleged excessive oil usage in the car and its sister vehicles.

In April, 1981, the FTC sued VWoA, alleging that the company failed to tell consumers of the "potential for engine, valve and cylinder-head repair related to high oil consumption in 1974 through at least 1979 VW and Audi water-cooled engines."

According to the FTC complaint, the alleged excessive oil consumption of Rabbits, Sciroccos, Dashers and Audis usually began to show after 20,000 to 30,000 miles of use and typically resulted in engines using a quart of oil every 200 to 600 miles.

The FTC said that although

VW knew — or should have known — of the problems, the company did not give that information to owners or prospective buyers of the affected vehicles, thereby keeping from them information that would likely have affected their decision about buying and maintaining the vehicles.

• VW denied, and continues to deny, the allegations. The auto maker asserts that the alleged excessive oil usage does not exist.

In recent testimony before the

FTC by VW mechanics and service personnel, statements were made and physical evidence introduced to indicate that VWoA did indeed know of the alleged problem in 1976 or before and that it was working on a fix for it, although the precise reason for the alleged excessive oil consumption was then apparently not known.

One of those who testified before the FTC was Paul Tierney, service department field manager for Worldwide Volkswagen Corp., Orangeburg, N. Y.

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Chevy Sprints appear at unauthorized deals

By Richard Johnson
Detroit Reporter

The three-cylinder Suzuki minicar being marketed as the Chevrolet Sprint in nine Western states is reportedly turning up on dealers' lots elsewhere in the U.S. without the blessings of either the manufacturer or Chevy.

The Japanese model is apparently trickling into the U.S. via such countries as Puerto Rico and Guam, and thereby getting around Japan's voluntary export restraints.

Chevrolet is sufficiently peeved to have begun discussions with Suzuki on how to curb the problem. However, a spokesman admitted, "We're not even sure Suzuki has control over it."

Unauthorized Japanese imports have been finding their way into this country in growing numbers ever since limits on Japan's shipments were imposed in 1981. The practice is legal since restraints are not set by U.S. law, but imposed voluntarily.

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Toronado for '86



Jim Dunne

Smaller, but not small

The '86 Oldsmobile Toronado will lose six inches in wheelbase and 20 inches in overall length and will check in next fall with dimensions of 108 and 186, respectively. Standard engine will be Buick's fuel-injected V-6, with the Olds 4.3-liter diesel as an option. The '86 Toronado will be built at General Motors' new Poletown plant in the Detroit area along with Buick Riviera and Cadillac Eldorado and Seville.

breaking news

Anticounterfeiting bill goes to House floor

WASHINGTON. — An anticounterfeiting bill similar to one already cleared by the Senate will go to the full House after being unanimously passed by the House Judiciary Committee last week. Both the House and Senate versions call for tough civil and criminal penalties against counterfeiters of merchandise while the House bill contains additional punishments for repeat offenders.

GM Design Staff promotes three

DETROIT. — General Motors has realigned its Design Staff with the assignment of David R. Holls as executive designer, North American passenger cars, in charge of exterior and interior design for production cars. Holls formerly was

See BREAKING NEWS, Page 8, Col. 1

Fisher Body and GMAD are casualties of reorganization

2 major divisions disappear from GM scene

By John K. Teahen Jr.
Managing Editor

General Motors has slammed the lid on two old and important divisions that became casualties of the corporate reorganization program.

They are Fisher Body and General Motors Assembly Division. Their work goes on, of course, but the names are gone.

Also out of existence is the Body and Assembly Group, which consisted of those two divisions.

All GMAD plants will be operated by the passenger-car supergroups — Chevrolet-Pontiac-Canada and Buick-Oldsmobile-Cadillac. The Fisher Body plants go to the car groups or to Fisher Guide Division or Inland Division.

And what of the "Body by Fisher" badge that has adorned every GM car since time immemorial? Its fate is uncertain. GM has not decided whether it will be retained.

The final note for the Body and Assembly Group and Fisher Body was sounded last week as Vice President Charles Katko, who headed both, was transferred to another job. Vice President Patrick J. Coletta, who had been GMAD general manager, was given new duties in July.

In addition to Katko's reassignment, last week's personnel action brought the election of two new vice presidents, the re-

irement of another VP and the appointment of new general managers for two component divisions.

Katko, 58, was named group executive in charge of the Worldwide Truck and Bus Group. The post had been vacant since Donald J. Atwood became an executive vice president last Jan. 1.

W. Blair Thompson, 56, was elected a vice president and named group executive in charge of the Mechanical Com-

ponents Group. It was a double step up the executive ladder for Thompson, who had been general manager of Saginaw Steering Gear Division.

As head of the Mechanical Components Group, Thompson succeeded Paul D. Pender, 58, who retired after 41 years with GM.

John D. Debbink, 60, was elected vice president in charge of the Materials Management Staff. He replaced Robert D. Stone, who recently was named

managing director of General Motors de Mexico.

Debbink played a major role in the GM reorganization. He headed a task force that did the detailed study that resulted in the changes. He has been general manager of Inland Division since April of this year.

Ross M. Haun, 52, succeeded Debbink at Inland. He formerly was general manufacturing

manager of truck and bus operations for the Worldwide Truck and Bus Group.

The new general manager of Saginaw Steering Gear Division, succeeding Thompson, is Mark R. McCabe, 52. McCabe formerly was general manufacturing manager for the division.

• The end of Fisher Body as a division takes from GM a name that is older than GM itself. Both were founded in 1908; Fisher on July 22, GM on Sept. 16.

The first association of the
Continued on Page 49, Col. 2

Safety only one part of House auto bill

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — A wide-ranging auto safety bill by Rep. Timothy Wirth, Colorado Democrat, has the partial support of diverse groups but is not expected to be passed this time around.

The Administration position, expressed by NHTSA head Diane Steed, was described by Wirth as "flabby" at a hearing last week. He ordered her to report by Sept. 1 to the House Energy and Commerce Subcommittee, which he chairs, with firmer positions and explanations of why many of the bill's

items require "further study."

The bill contains odometer provisions that lured dealer support but it also collected dealer opposition by proposing to require dealers to repair defects on new and used cars before sale or lease. NADA claims the latter provision would be unworkable and burdensome.

The bill contains strong action against gray-market cars — which both dealers and auto makers embrace. On the other hand, the manufacturers were turned off by another section requiring possible jail terms for "knowingly and willfully" withholding critical data from the government and the public about safety-related defects.

The bill contains two provisions to require NHTSA to develop numerical systems for rating and disclosing the crashworthiness of cars and the effectiveness of their bumpers — provisions supported by consumer activists but declared impossible by NHTSA and the auto makers.

In yet another section — that appears on the surface almost innocuous — the bill calls for a study by the National Academy of Sciences on the effectiveness of periodic motor vehicle inspection.

However, NHTSA opposed this as "very costly and difficult to implement."

ment productivity, too. We have to produce increased productivity with all the resources we have.

"You can afford to pay more if productivity goes up," he said.

Baldrige noted that although the industry is enjoying record dollar sales and profits, it will take more than one good year to recover losses from three bad years.

• Baldrige's comments were toned down from those made earlier in the year. Like other Reagan Administration officials, including Trade Rep. William Brock, Baldrige had voiced his preference not to extend the restraints on Japanese car exports to the U. S. when they expire March 31, 1985, particularly in light of the large bonuses paid to U. S. automobile executives.

However, during President Reagan's recent trip to Michigan, it was reported that the Administration was leaning toward an extension of some form of trade restraints.

Baldrige admitted his previous lack of "enthusiasm" for the extension but said: "I haven't made up my mind. We all need to keep our minds open until the year-end results are in."

As for the economy, Baldrige sees growth continuing through 1985.

"The economy is going to keep on growing through the next year," he said, "but growth will be more moderate, and we want that to happen."

He said the higher-than-expected growth rates of the first two quarters of 1984 would rekindle inflation if those levels are sustained.

• Besides a curb on odometer rollbacks, the only section of the bill that came out unscathed was a minor change in the way tire dealers handle tire registration (needed to allow defect notification and recall).

This change would allow tire dealers to use computerized manufacturer systems instead of merely handing a registration card to the tire purchaser — but even here, NHTSA would like language changes.

Rep. John Dingell, Michigan Democrat, said that although he was pleased by attention to his proposal dealing with odometer fraud, he could not support the total bill "because it is combined with a number of unrelated matters, some of which are controversial, costly and have dubious value."

If the chairman of the full committee cannot swallow the measure, that stops action for at least this Congress.

The bill, however, did receive enthusiastic support from the Center for Auto Safety although its executive director, Clarence Ditlow III, did not address all sections.

Ditlow backed the section

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Rogers' Rascal for open air

The Rascal targa convertible, manufactured by Rogers Intr Auto, Vancouver, B. C., is scheduled for production in 1985. Wheelbase is 88 inches, on an overall length of 126 inches. Estimated fuel economy is 60 MPG. The Rascal will also be available in a microvan model.

Eager buyers snap up Jaguar stock in a flash

By Richard Feast
European Editor

LONDON. — There were scenes of complete pandemonium here Aug. 3 when the Jaguar share offer closed.

Early estimates were of an eightfold over-subscription, which meant more than \$3 billion chasing shares with a face value of just under \$400 million.

The panic buying — the city has seen nothing like it in years — was spurred by the hope of future gains. There are investors who buy cheaply in the expectation of a big rise, when they re-sell for a quick profit.

Crowds besieged one bank, Barclays, beginning at 6:30 a.m. As the offer closed at 10 a.m., pin-striped-clad investors were squatting on the floor completing applications, struggling with each other to reach the counter and throwing their checks and applications at bank employees.

The 178 million shares on offer had a fixed price of about \$2.20 (165 pence). The expectation was of an immediate rise of at least 35 pence.

Just how the applications would be scaled back to match the offer was being decided last week (Aug. 6-10).

The private floatation of Jaguar is part of a broad British Government aim of selling off state-owned assets. As a former part of BL, Jaguar will be followed into the private sector by other divisions like Unipart and, over the long term, Land-Rover.

The sale has not been without controversy and the over-subscription led to a renewed attack by opposition politicians. They charged that the taxpay-

ers had been "swindled" by the "knockdown" pricing of Jaguar. There is a belief, however, that the price set by BL and its merchant bankers, Hill Samuel, is appropriate in view of the longer-term uncertainties faced by Jaguar.

While Jaguar is currently very profitable, it is largely as a result of a factor beyond the company's control: Exchange rates. Indeed, the sale offer made clear just how sensitive Jaguar is to these variations.

During 1983, the pound-dollar exchange rate averaged 1.52, giving a pre-tax profit of 51 million pounds. But the document shows that at \$1.20 to the pound, there would have been a loss of 5 million pounds.

The unpredictability of exchange rates means Jaguar will offer no full-year profit forecast. It merely says that in the first six months of this year, the pre-tax profit was 41 million pounds compared with 25 million pounds one year earlier.

One unexpected development is the great interest shown by overseas investors in Britain. Any fall in the value of the pound will merely aid Jaguar's profitability because it is a major exporter.

Other reasons for the comparatively modest valuation of Jaguar stem from:

Its heavy dependence on one market (the U.S.); a narrow breadth of business in comparison with its rivals; the unknown qualities of the next-generation model, the XJ40, which is due to appear late next year, and the long-term requirement for some substantial investments to broaden the model appeal.

Baldrige lists guides for curbs on Japan

By Michelle Krebs
Financial Editor

The Reagan Administration won't take a stand on extending voluntary export restraints on Japan until labor negotiations conclude and the auto industry's year-end results are in, Commerce Secretary Malcolm Baldrige said last week.

The year-end results and the outcome of negotiations will be the major factors in the Administration's decision, said Baldrige, who was in Detroit to honor General Motors for its contributions to minority-owned businesses.

Baldrige stressed that wages for labor as well as management salaries must be addressed in terms of increased productivity.

"It's clear there's a productivity race worldwide... and don't think it's just worker productivity," he said. "It's manage-

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U. S. new-car sales rise 12 pct.; imports decline

Domestics prompt July sales gain

By Jenny L. King
Staff Writer

July new-car sales kept well ahead of the year-ago total as the market continued to grow despite unsteady interest rates on consumer loans. Actually, it

Tables on Page 44.

was the domestics that accounted for the overall 12.51-percent July increase: U.S. cars were up 18.59 percent while the imports dropped 3.87 percent.

Domestic sales were up for the seventh consecutive month this year. The third-period 15.73-percent climb brought to 20 the number of reporting periods in which sales have been up from '83 levels.

Imports, on a teeter-totter

since the first of the year, were down for the fourth time in seven months in July. Their year-to-date total was a scant 1.05 percent above the 1983 level through the seventh month.

Industry sales in July numbered 890,202, up 12.51 percent from 791,242 last year. Domestics totaled 684,112, up 18.59 percent from 576,864, and imports added to 206,090, down 3.87 percent from 214,378 a year earlier.

The imports' share of the market dropped to 23.15 percent in July from 27.10 percent last year.

Seven-month sales totaled 6,369,161, 19.36 percent ahead of 1983's 5,335,650. Included in the grand total were domestic sales of 4,930,455, which were 26.04

percent ahead of the 3,911,893 units retailed a year earlier, and import sales of 1,438,706, which were up 1.05 percent from 1,423,757.

All the major domestic auto makers reported sales increases in July. Those plusses ranged from 7.57 percent for Volkswagen to 108.99 percent for Honda.

General Motors was up 14.63 percent, to 398,858 from 347,966 last year. Ford Motor Co. reported passenger-car sales of 162,568, up 25.67 percent from 129,358 — the largest year-to-year gain among the Big Three. Chrysler was up 10.57 percent, to 82,691 from 74,785.

American Motors, propelled by record Renault Alliance/

Encore sales, was up 69.65 percent, to 23,763 from 14,007. Honda reported sales of 9,624, just more than twice the 4,605 of a year ago, and VW logged 6,608 sales, up 7.57 percent from 6,143.

With 25 selling days in the month both this year and last, the most recent daily rate of 27,364 was up 18.59 percent from 23,075.

GM's 58.30-percent share of the July domestic market was down 2 percentage points from

60.32 percent a year ago. Ford climbed to 23.76 percent from 22.43 percent. Chrysler was off at 12.09 percent compared with 12.96 percent. American Motors claimed 3.47 percent, up from 2.43 percent, as VW dropped to 0.97 percent from 1.06 percent and Honda went to 1.41 percent from 0.80 percent.

Three makes — all GM makes — boasted record sales for July. Cadillac was up 13.36 percent to a record 27,973 from 24,676 a year ago. Record Buick sales of 77,281 were up 5.54 percent from 73,221 a year earlier, and the 88,384 sales reported by Oldsmobile dealers was a record, up 7.72 percent from 82,051.

Pontiac had the largest increase among the GM car divisions, up 26.07 percent to 62,872 from 49,869, and Chevrolet, up 20.48 percent to 142,348 from 118,149, claimed the best-selling nameplate for the month in its Cavalier, which recorded 35,314 deliveries.

Import sales in July included only a few records, with the Japanese makers restrained by government-established export limits and the German manufacturers severely handicapped by a long strike. Saab reported record sales, Jaguar topped its year-ago record and Volvo had an any-month sales high.

German makes hit by the strike included Audi, down 11.45 percent; Porsche, down 68.29 percent, and Mercedes-Benz, down 61.34 percent. BMW was unscathed, down just 0.70 percent and Volkswagen was up 17.67 percent.

Other sales ups and downs included: Toyota, up 3.53 percent; Subaru, up 12.19 percent; Nissan, down 12.02 percent; Mazda, up 13.35 percent; Plymouth Colt, down 34.44 percent; Dodge Colt, down 26.03 percent; Mitsubishi, down 18.53 percent; Isuzu, down 26.59 percent; Peugeot, up 23.56 percent, and Renault, down 72.85 percent.

Domestic intermediates accounted for the largest single segment of the July market, 24.00 percent. Imports were next at 23.1 percent, followed by compacts at 18.91 percent, subcompacts at 14.53 percent, standards at 11.19 percent and luxury models at 8.22 percent.

A year earlier, intermediates had 26.05 percent, imports claimed 27.10 percent, compacts had 17.13 percent, subcompacts had 11.76 percent, standards had 12.85 percent and luxury models had 5.11 percent.

Excluding imports, intermediates had 31.23 percent of the July market, compacts had 24.60 percent, subcompacts had 18.91 percent, standards had 14.56 percent and luxury cars had 10.70 percent.

Third-period domestic sales were up 15.73 percent, to 271,260 from 234,386. The daily-selling rate figured to 30,140, up 15.73 percent from 26,043.

GM was up 11.60 percent with sales of 155,616 new cars. Ford was up 20.49 percent based on sales of 65,026. Chrysler's 32,073 total was up 6.44 percent. AMC was up 87.62 percent; VW was off 4.58 percent and Honda was up 165.23 percent.

Third-period market shares for the domestics were: GM, 57.37 percent; Ford, 23.97 percent; Chrysler, 11.82 percent; AMC, 4.09 percent; Honda, 1.58 percent, and VW, 1.17 percent.

Where auto market was in July

	Total Sales	Pct. of Total
SUBCOMPACT	129,355	14.53
COMPACT	168,316	18.91
INTERMEDIATE	213,624	24.00
STANDARD	99,632	11.19
LUXURY	73,185	8.22
IMPORT	206,090	23.15
TOTAL	890,202	100.00

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Barron Chevy opens

DANVERS, Mass. — Barron Chevrolet has opened here.

The European car sales race at mid-year

Manufacturer	6 mos., 1984	Market share	6 mos., 1983	Change on '83
Alfa Romeo	107,500	1.9	94,700	+ 13.5
BL	222,600	3.9	220,600	+ 0.9
BMW	171,600	3.0	173,100	- 0.9
Fiat Auto	748,600	13.3	695,600	+ 7.6
Ford	733,500	13.0	729,200	+ 0.6
General Motors	654,600	11.6	661,000	- 1.0
Japanese (all)	554,800	9.8	569,900	- 2.6
Mercedes-Benz	170,000	3.0	180,800	- 6.0
Peugeot SA	641,000	11.4	676,100	- 5.2
Renault	599,300	10.6	714,800	- 16.2
Seat	89,500	1.6	70,900	+ 26.2
VW-Audi Group	679,200	12.0	704,500	- 3.6
Volvo	127,600	2.3	124,300	+ 2.7
TOTAL	5,634,200	100.0	5,751,700	- 2.0

How the car markets have changed

Country	6 mos., 1984	6 mos., 1983
Austria	121,100	134,700
Belgium/Lux.	217,000	201,600
Denmark	80,400	62,800
Finland	69,000	67,400
France	914,300	1,062,700
Greece	36,000	28,200
Ireland	35,100	40,500
Italy	941,800	900,000
Netherlands	260,000	264,800
Norway	54,500	58,800
Portugal	35,600	41,600
Spain	278,200	290,600
Sweden	119,000	105,300
Switzerland	163,900	163,000
United Kingdom	943,900	921,600
West Germany	1,364,400	1,408,100
TOTAL	5,634,200	5,751,700

Fight for first in Europe

Ford chomping at the bit for top spot

By Richard Feast
European Editor

There is a growing belief that by the end of August Ford will be back in the lead in the European sales race. If it is, Ford will not so graciously concede the 1984 title to another rival, just as it did last December to Renault.

Unofficial statistics for the first half of this year show Fiat Auto still in the lead. But its advantage over Ford in the first quarter — 30,000 units — was halved to 15,000 by the end of June.

The turning point may happen in the UK in August. While the rest of Europe goes on holiday, British car buyers emerge in hordes. August is the peak sales month each year in the UK — where Ford is the market leader outselling Fiat by 10 to one.

Last August Ford registered 115,800 passenger cars in the UK, compared with Fiat Auto's 11,500. While Ford's market share is down slightly and Fiat's is static, overall car demand in the country this year is up.

Thus Ford could end up with a 100,000 advantage over Fiat in the UK this month. The UK market is sufficiently large — No. 3 in Europe — to have a major influence on the overall European standings, especially when the rest of the continent records its lowest sales month of the year.

The artificially high August demand in the UK is a traditional one caused by the introduction of a new annual registration plate suffix. Last August sales of nearly 375,000 amounted to 21 percent of the whole year's total.

Gaining the leadership in Europe's six-way sales race would be a major move for Ford. It led for 11 months of last year, only to be overhauled by the slimmest of margins by Renault in the final month of the year.

This year there have been major management changes at Ford of Europe, with the chairman and president suddenly departing and former chairman Robert A. Lutz returning to take up his old job.

Sustained carping about the comparative sales failure of the curvaceous Sierra has further affected company morale. So, too, has the staggering progress made by arch-rival General Motors and its Opel and Vauxhall brands. From being a distant sixth, GM is now in the leading pack along with Ford, Fiat, Renault and the Peugeot and VW groups.

The GM advances in the past couple of years have frequently over-shadowed Ford's less spec-

tacular but more sustained sales performance over the past decade. The results have not been lost to Giovanni Agnelli, Fiat chairman, who believes, "The most dangerous European companies are the U. S. ones. They have made huge profits in the States and can carry out aggressive marketing policies in Europe, where they have bought market share."

This race within a race is, indeed, a feature of the European market. None of the Big Six is as closely matched as one year ago, when a mere 68,200 units and 1.2 percentage points separated the leader, Ford, from sixth position GM.

At the end of June this year the difference was 134,100 units and 2.7 percent between Fiat and Renault in sixth. The French company, Europe's No. 1 for most of the 1980s, is having its worst sales performance for many years.

New car registrations totaled 5,634,200, a fall of 2 percent from the same period last year. The major markets of West Germany and France were down—one of the causes of Renault's problems—while Italy and the UK made further gains.

Between them, these four countries account for three out of four new cars sold in Europe. The French and German losses (192,100 together) were in no way compensated by the gains from Italy and the UK (65,100). The next largest markets, Spain and the Netherlands, dropped as well, but Belgian and Swiss car buying was up. The unit deficit for the 16 countries at the end of June was 117,500.

The German half-year deficit requires a little explanation. Up to the five-month period, demand was running 5.5 percent ahead of the previous year. But the metalworkers' strike, coming on top of uncertainty about emission regulations, sent June into a 40 percent decline.

On a cumulative basis, by the end of June the advance had been wiped out. Total German registrations were down 3.1 percent, or 43,700 units.

Japanese importers took advantage of the uncertainty, pushing their market share from less than 10 percent to a record 16.5 percent in June. For the six months as a whole, Japanese business in Germany increased by 25,000 units, from 9.7 percent of the market to 11.8 percent.

Significantly, though, it was the only overall gain made by the Japanese in any European country. In each of the other 15 countries their market share fell, whether demand was up or down.

The hiccup in the Federal Re-

public is not believed to be a permanent one. If not, it will be a further bonus toward Ford's run for the lead. The company has a solid chunk of more than 12 percent of the continent's largest national market. It has made further share gains in France, though it has lost a little in the UK and Italy.

Fiat's advance is across the board, though it has lost share in the tiny Greek and Irish markets and has only maintained its proportion of UK business. It has all added up to an overall 7.6 percent improvement to 748,600 units.

It has gained a little more in Italy, but at about 55 percent it may have reached its ceiling. The country has been an unhappy hunting ground for all importers, however.

Each of the leading makers has lost share in Italy, not the least Renault, which until recently was the second most sold name in the country. Now it is behind Fiat's Lancia division as well as Alfa Romeo — a company which has also gained share in its domestic market.

Renault's unfortunate first half sales returns are partly a reflection of the lower demand in France. It has also lost share in Spain and Portugal, where it is market leader, and in major export markets like the UK, Switzerland, Italy, Holland and Belgium. It has managed to hang on to its (previously reduced) shares in Germany and Austria this year.

It adds up to a 16.2 percent fall in sales to 599,300, or 10.6 percent of Europe. Renault's fortunes will undoubtedly improve next year, following the replacement this fall of the best-selling R5 with a new generation model. The company is making gains with its new R25 big car, though the lower volumes in this category cannot disguise the drop-off in demand for R5 and the medium range R18. Renault is now behind its big

Britain's DeLorean affair

Rumbles over "misuse of public resources"

Still the inquest into the DeLorean affair rumbles on in Britain. The latest verdict, from the House of Commons Committee of Public Accounts, is scathing.

The affair represented "one of the gravest cases of the misuse of public resources to come before us for many years." The latest verdict states that John DeLorean squandered British taxpayers' money to the extent of 77 million pounds — equivalent to just over \$100 million at today's rates but actually much more during the active life of the company when sterling was stronger.

It has particular criticism for the way in which officials succumbed to John DeLorean's

pressure and completed the agreement in two weeks. It says no financial checks were run on DeLorean, and that the final agreement left the man with almost total control and with no financial risks.

DeLorean, a man with considerable flair and an insider's knowledge of the auto industry, was dealing with a group of people with no engineering expertise in the area. The committee criticized officials for not heeding the (rushed) report by McKinsey & Co. which warned of an "extraordinarily risky venture."

The report reserves its main complaints for the Northern Ireland Department of Commerce and the Northern Ireland Development Agency. These include the people from NIDA who served at various times on the board of DeLorean Motor Cars — named as A. H. Fetherston, S. Harte, R. J. Henderson, A. S. Hopkins and J. Sim.

NIDA "stands indicted" by the disappearance of the \$17.65 million paid by two DeLorean companies to GPD in Switzerland. None of the money went into its intended purpose of developing the car.

"Hardly any of those who dealt with (DeLorean) on behalf of the British taxpayer at a high level can escape substantial blame or criticism," maintains the report.

The Public Accounts Committee, chaired by Labor MP Robert Sheldon, has gone about as far as it can. It is not empowered to question government ministers, but says the absence of this should not be construed as being uncritical of them.

The DeLorean venture was begun under a Labor administration and further funding was provided by the subsequent Conservative government. The PAC does not question government policy — rather the implementation of that policy.

The only people to escape censure by the report are the line workers whose jobs were lost by the Belfast closure. They were called "skilled, flexible and dedicated." In many cases the real incompetents of the affair, the administrators and politicians, continue to thrive. □

Agnelli

Continued from Page 27

and IFI would probably never have allowed the time anyway. His sister, Susanna, however, is one of the country's best known politicians. She is a Republican senator and vice minister for Foreign Affairs.

For business Agnelli dresses in conservative blue or gray suits, though he professes to be happiest in casual clothes such as he wears while sailing his yacht, Capriccia. An Italian designer says Agnelli has a studied casualness about his appearance — which might explain why he always wears his wristwatch over his shirt cuff.

At 63, Giovanni Agnelli is now one step removed from the daily running of Fiat. But he is still its best known figure. Indeed, a recent magazine poll in the country put the Fiat chairman's profile ahead of the men who were then prime minister (Craxi) and president (Pertini). □



Austin Rover's Mini has been on the market for 25 years. To commemorate its silver jubilee, a limited edition known as the Mini 25 has been introduced. The most luxurious production Mini ever, only 5,000 will be built.

REGISTRATIONS
OVERSEAS

UNITED KINGDOM

Cars	6 mos., 1984	6 mos., 1983
Alfa Romeo	2,253	4,933
BL	172,750	166,705
Austin Rover	167,439	161,870
Jaguar	3,922	3,541
Range Rover	1,389	1,294
BMW	13,675	13,636
Daihatsu	2,840	2,427
Fiat Auto	25,123	25,300
Ford	270,332	278,962
FSO	2,387	2,134
General Motors	166,251	130,652
Honda	8,808	8,180
Hyundai	1,851	1,675
Lada	7,755	9,990
Lotus	268	213
Mazda	8,498	8,786
Mercedes-Benz	8,336	7,314
Mitsubishi	4,996	4,540
Nissan	45,539	48,925
Panther	127	42
Peugeot SA	51,900	54,670
Citroen	14,647	13,782
Peugeot/Talbot	37,253	40,888
Reliant	66	52
Renault	30,943	34,587
Rolls-Royce	333	366
Saab	4,770	4,802
Skoda	5,657	5,556
Subaru	1,263	1,446
Suzuki	1,654	1,758
Toyota	14,930	13,991
VW-Audi Group	54,301	53,750
Audi	11,083	10,509
Volkswagen	43,218	43,241
Volvo	30,780	31,543
Zastava	2,803	2,029

Others	2,679	2,636
Total	943,268	921,600

UNITED KINGDOM

Cars	5 Mos., 1984	5 Mos., 1983
Alfa Romeo	1,980	4,023
BL	148,427	145,174
Austin Rover	143,779	140,905
Jaguar	3,426	3,143
Range Rover	1,222	1,126
BMW	12,223	11,971
Daihatsu	2,444	1,995
Fiat Auto	21,647	20,946
Ford	226,505	235,771
FSO	1,907	1,724
General Motors	142,341	111,902
Honda	7,252	6,901
Hyundai	1,346	1,377
Lada	6,684	8,059
Lotus	233	192
Mazda	7,415	7,255
Mercedes-Benz	7,389	6,573
Mitsubishi	4,391	3,869
Nissan	38,770	39,746
Panther	101	28
Peugeot SA	45,102	47,484
Citroen	12,794	11,954
Peugeot/Talbot	32,308	35,530
Reliant	55	45
Renault	26,886	29,583
Rolls-Royce	274	332
Saab	4,059	4,212
Skoda	4,933	4,626
Subaru	1,107	1,234
Suzuki	1,474	1,539
Toyota	12,386	12,329
VW-Audi Group	45,138	46,830
Volvo	26,925	28,221
Zastava	2,323	1,657
Others	2,429	2,302
Total	804,146	787,895

ITALY

Cars

	6 mos., 1984	6 mos., 1983
Alfa Romeo	71,453	55,900
BL	11,833	15,500
BMW	16,760	16,300
Fiat Auto	519,594	493,500
Fiat	439,699	418,800
Lancia/Autobianchi	79,895	74,700
Ford	40,714	41,800
General Motors	31,416	31,900
Innocenti	10,661	7,500
Mercedes-Benz	8,178	7,200
Peugeot SA	64,013	62,000
Citroen	35,766	35,700
Peugeot/Talbot	28,247	26,300
Renault	84,613	95,200
VW-Audi Group	47,946	52,700
Audi/Porsche	9,798	13,700
Volkswagen	38,148	39,000
Volvo	11,666	10,800
Total	941,814	900,000

ITALY

Cars

	5 Mos., 1984	5 Mos., 1983
Alfa Romeo	60,432	45,444
BL	9,310	13,268
BMW	14,372	13,316
Fiat Auto	433,908	409,952
Fiat	367,876	348,567
Lancia/Autobianchi	66,032	61,385
Ford	33,040	35,716
General Motors	26,814	25,974
Innocenti	9,255	6,166
Mercedes-Benz	6,772	5,806
Peugeot SA	54,740	49,806
Citroen	31,428	28,041
Peugeot/Talbot	23,312	21,765
Renault	75,011	79,567
VW-Audi Group	38,848	44,672

Audi/Porsche	8,319	11,590
Volkswagen	30,529	33,082
Volvo	9,521	9,046
Total	789,616	746,553

BELGIUM

Cars

	6 mos., 1984	6 mos., 1983
Alfa Romeo	2,412	2,664
Austin Rover	3,705	2,904
Bertone	30	29
BMW	5,989	6,318
Daihatsu	1,050	1,116
Ferrari	57	16
Fiat Auto	15,771	11,553
Ford	20,274	15,697
General Motors	25,880	22,413
Honda	5,205	5,711
Hyundai	454	601
Innocenti	32	6
Isuzu	77	0
Jaguar	187	148
Lada	8,341	9,490
Mazda	6,235	6,981
Mercedes-Benz	6,465	5,731
Mitsubishi	5,687	6,158
Nissan	8,138	10,369
Peugeot SA	29,033	27,643
Citroen	13,140	13,545
Peugeot/Talbot	15,893	14,098
Pininfarina	14	12
Porsche	319	323
Renault	17,954	16,539
Saab	948	730
Seat	1,461	174
Skoda	1,900	1,566
Subaru	1,322	1,343
Suzuki	2,276	1,629
Toyota	13,579	13,722
VW-Audi Group	27,710	24,769
Audi	8,348	7,348
Volkswagen	19,362	17,421
Volga	56	151
Volvo	4,611	4,218
Wartburg	559	622
Zastava	259	193
Total	217,035	201,641

BELGIUM

Cars

	3 Mos., 1984	3 Mos., 1983
Alfa Romeo	1,310	1,322
Austin Rover	2,204	1,337
BMW	3,821	3,228
Daihatsu	620	549
Ferrari	32	11
Fiat Auto	8,389	5,065
Ford	10,638	8,180
General Motors	15,064	10,450
Honda	2,885	2,581
Hyundai	152	271
Isuzu	50	0
Jaguar	96	78
Lada	4,331	4,875
Mazda	3,392	2,990
Mercedes-Benz	2,854	2,872
Mitsubishi	2,646	3,316
Nissan	4,757	5,294
Peugeot SA	15,732	13,299
Citroen	7,418	6,279
Peugeot/Talbot	8,314	7,020
Porsche	193	152
Renault	9,574	8,469
Saab	473	294
Seat	456	0
Skoda	1,038	736
Subaru	758	417
Suzuki	1,177	663
Toyota	8,084	7,106
VW-Audi Group	15,391	14,100
Audi	4,512	4,343
Volkswagen	10,879	9,757
Volga	15	66
Volvo	2,550	2,080
Wartburg	295	266
Zastava	126	68
Others	36	25
Total	119,146	100,213

AUSTRIA

Cars

	6 mos., 1984	6 mos., 1983
Alfa Romeo	1,518	1,521
BL	127	266
BMW	4,889	5,101
Daihatsu	410	542
Fiat Auto	9,285	7,798
Ford	12,757	11,392
General Motors	16,389	19,275
Honda	2,541	2,376
Lada	782	923
Mazda	11,859	14,697
Mercedes-Benz	3,628	4,335
Mitsubishi	2,460	2,398
Nissan	5,762	9,034

Peugeot SA	8,729	8,640
Citroen	3,742	3,671
Peugeot/Talbot	4,987	4,969
Porsche	319	301
Renault	5,846	6,325
Saab	237	284
Seat	442	18
Skoda	543	537
Subaru	1,039	1,996
Suzuki	633	539
Toyota	5,590	6,290
VW-Audi Group	23,181	27,992
Audi	4,285	6,736
Volkswagen	18,896	21,256
Volvo	2,035	2,151
Others	66	16
Total	121,067	134,747

AUSTRIA

Cars

	5 Mos., 1984	5 Mos., 1983
Alfa Romeo	1,283	1,206
BL	108	232
BMW	4,371	4,401
Daihatsu	341	433
Fiat Auto	7,926	6,089
Ford	10,803	9,493
General Motors	14,135	16,376
Honda	2,122	1,944
Lada	654	767
Mazda	9,898	12,164
Mercedes-Benz	3,273	3,629
Mitsubishi	1,954	2,129
Nissan	4,735	7,785
Peugeot SA	7,409	6,419
Citroen	3,213	3,139
Peugeot/Talbot	4,196	3,280
Porsche	282	252
Renault	5,091	5,299
Saab	196	231
Seat	408	2
Skoda	377	445
Subaru	880	1,629
Suzuki	512	443
Toyota	4,453	5,255
VW-Audi Group	19,796	23,456
Audi	3,823	5,837
Volkswagen	15,973	17,619
Volvo	1,739	1,823
Others	51	63
Total	102,697	112,965

SWEDEN

Cars

	6 mos., 1984	6 mos., 1983
Alfa Romeo	557	364
BMW	2,352	1,919
Daihatsu	482	485
Fiat Auto	3,127	2,493
Ford	13,486	10,134
General Motors	11,942	10,445
Honda	1,814	1,546
Lada	799	947
Mazda	5,553	5,371
Mercedes-Benz	3,058	2,103
Mitsubishi	783	795
Nissan	3,371	2,733
Peugeot SA	3,932	3,192
Citroen	1,896	1,395
Peugeot/Talbot	2,036	1,797
Porsche	182	111
Renault	1,277	1,148
Saab	15,400	14,546
Skoda	165	182
Subaru	325	297
Toyota	4,393	4,100
VW-Audi Group	14,117	11,200
Audi	3,411	2,257
Volkswagen	10,706	8,943
Volvo	31,881	31,130
Others	27	20
Total	119,022	105,261

SWEDEN

Cars

	5 Mos., 1984	5 Mos., 1983
Alfa Romeo	477	258
BMW	1,932	1,506
Daihatsu	401	366
Fiat Auto	2,751	1,989
Ford	11,052	8,386
General Motors	9,990	8,323
Honda	1,532	1,278
Lada	628	763
Mazda	4,357	4,449
Mercedes-Benz	2,487	1,614
Mitsubishi	636	676
Nissan	2,747	2,100
Peugeot SA	3,347	2,633
Citroen	1,582	1,183
Peugeot/Talbot	1,765	1,450
Porsche	145	90
Renault	961	860

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world news briefs

Rumanian goes west

Citroen dealers in France, Italy, Holland and Belgium have begun selling a Rumanian-made three-door hatchback known as Axel. The car, which slots between the Visa and LNA models, was designed by Citroen and built by Oltcit at Craiova. The joint venture — 36 percent for Citroen and the rest held by Rumanian authorities — was agreed in 1976.

Mercedes keeps trucking

After Turkey (AUTOMOTIVE NEWS, June 18), Daimler-Benz is planning increased involvement in Egypt and Mexico. The Egyptian venture concerns assembly of medium and heavy trucks with Misr Auto Trading Co. For Mexico, where selling requires local production, the company's interest is in trucks and diesel engines.

Cost of the strike

Volkswagen chief executive Carl Hahn reports that the metalworkers' strike in West Germany has had a \$175 million "negative influence" on after-tax profits.

Peugeot postpones engine

The Peugeot group has postponed "for two or three years" its plans to manufacture a joint 1-liter engine design with Fiat. The Italian company will unveil its version of the project, dating back to 1980, this fall. PSA emphasizes it will build its version at a factory in France when it is needed.

Lotus back in profit

Group Lotus returned to profit last year with a surplus of 275,000 pounds (\$357,000) in 1983. The previous year's loss was 2.14 million pounds. Turnover was up 36 percent at 12.8 million pounds (\$16.6 million).

Change at Bosch

Dr. Hans Merkle, for 21 years chairman of Robert Bosch, has retired. His place has been taken by Dr. Marcus Bierich, former finance head of the Allianz insurance group. Merkle said sales will increase this year by 6 percent (to \$5.3 billion), compared with the anticipated 10 percent due to the metalworkers' strike. Bosch was one of the key targets in the seven-week dispute.

New man at Ogle

Siep Wijsenbeek, former head of design for Netherlands Railways, has joined the British design company, Ogle, as director of transport design.

VW swap

The VW group has changed the chief executive of its Triumph Adler subsidiary. Wolfgang Nadebusch, former managing director of VW of Nigeria, replaces Dr. Pieter Niedmar, who left the company unexpectedly.

Talbot improves

PSA's Talbot subsidiary in Spain reduced its deficit by 37 percent last year to Pta 8 billion (\$50 million). The former Chrysler Europe unit hopes to reduce its workforce from today's 8,700 to 6,

Registrations

Continued from Page 29

Saab	13,272	12,195
Skoda	139	148
Subaru	293	232
Suzuki	1	0
Toyota	3,733	3,384
VW-Audi Group	11,866	9,214
Audi	2,883	1,779
Volkswagen	8,983	7,435
Volvo	27,355	26,232
Others	14	16
Total	100,116	86,712

DENMARK

Cars

	6 mos., 1984	6 mos., 1983
Alfa Romeo	179	123
BL	294	52
BMW	1,586	1,261
Dacia	510	131
Daihatsu	1,008	1,603
Fiat Auto	4,588	2,897
Ford	13,387	9,359
FSO	524	282
General Motors	12,111	8,849
Honda	770	728
Lada	2,357	2,943
Mazda	7,420	6,451
Mercedes-Benz	465	416
Mitsubishi	947	619
Nissan	4,277	4,400
Peugeot SA	5,441	4,338
Citroen	3,415	2,456
Peugeot/Talbot	2,026	1,882
Renault	348	330
Saab	1,008	1,242
Skoda	4,523	4,150
Subaru	103	164
Suzuki	20	0
Toyota	8,520	6,085
Trabant	48	82
VW-Audi Group	5,436	3,074
Audi	388	440
Volkswagen	5,048	2,634
Volvo	3,485	2,364
Wartburg	616	601
Zastava	418	0
Total	80,393	62,801

DENMARK

Cars

	5 mos., 1984	5 mos., 1983
Alfa Romeo	158	103
Austin Rover	237	31
BMW	1,378	991
Dacia	450	73
Daihatsu	825	1,377
Fiat Auto	3,743	2,209
Ford	11,151	7,463
FSO	398	199
General Motors	10,316	7,253
Honda	655	627
Jaguar	20	11
Lada	2,033	2,364
Mazda	6,243	5,253
Mercedes-Benz	404	353
Mitsubishi	737	474
Nissan	3,544	3,723
Peugeot SA	4,621	3,610
Citroen	2,936	2,054
Peugeot/Talbot	1,685	1,556
Renault	294	281
Saab	865	1,025
Skoda	3,994	3,447
Subaru	58	138
Suzuki	15	0
Toyota	6,885	5,042
Trabant	38	71
VW-Audi Group	4,737	2,545
Audi	342	340
Volkswagen	4,395	2,205
Volvo	2,860	1,962
Wartburg	528	503
Zastava	323	0
Total	67,513	51,383

IRELAND

Cars

	4 mos., 1984	4 mos., 1983
Alfa Romeo	138	143
Austin Rover	1,272	1,583
BMW	183	190
Fiat Auto	2,132	2,796
Ford	5,912	6,747
General Motors	3,706	3,631
Mazda	571	761
Mercedes-Benz	112	170
Nissan	1,906	3,811
Peugeot SA	1,150	1,192
Citroen	201	147
Peugeot/Talbot	949	1,045
Renault	2,381	2,871

Saab	93	90
Toyota	4,118	5,138
VW-Audi Group	1,158	1,690
Audi	186	250
Volkswagen	972	1,440
Volvo	378	443
Others	90	204
Total	25,300	31,460

JAPAN

Cars

	4 mos., 1984	4 mos., 1983
Daihatsu	41,907	38,845
Fuji	30,808	25,099
Honda	84,780	79,127
Isuzu	17,128	20,798
Mazda	80,604	90,056
Mitsubishi	72,468	64,590
Nissan	301,094	283,583
Suzuki	27,773	30,578
Toyota	455,764	409,103
Imports (all)	12,436	11,108
Total	1,124,762	1,052,887

Vans, trucks, buses

Daihatsu	106,841	90,706
Fuji	73,746	65,763
Hino	15,032	13,186
Honda	48,554	55,841
Isuzu	46,393	43,263
Mazda	56,763	50,509
Mitsubishi	110,943	106,702
Nissan	99,882	95,840
Nissan Diesel	7,829	6,571
Suzuki	126,709	123,934
Toyota	123,471	127,918
Imports (all)	51	0
Total	816,214	780,233
Total Vehicles	1,940,976	1,833,120

FRANCE

Cars

	3 mos., 1984	3 mos., 1983
Alfa Romeo	5,503	7,246
Aro	307	76
Austin Rover	7,242	7,139
BMW	8,591	8,628
Ferrari	19	48
Fiat Auto	25,664	21,203
Ford	35,291	39,259
FSO (Polski)	443	523
General Motors	17,894	20,574
Honda	1,410	2,077
Innocenti	362	384
Jaguar	47	63
Lada	6,013	6,060
Mazda	2,198	3,830
Mercedes-Benz	4,814	4,459
Mitsubishi	855	1,123
Nissan	3,105	4,430
Peugeot SA	149,847	168,016
Citroen	60,823	70,440
Peugeot	77,035	73,218
Talbot	11,989	24,358
Porsche	391	455
Renault	144,515	168,515
Saab	267	160
Seat	2,675	0
Skoda	891	957
Toyota	2,460	3,501
VW-Audi Group	22,387	31,799
Audi	6,308	6,535
Volkswagen	16,079	25,264
Volvo	3,819	2,979
Zastava	325	581
Others	10	14
Total	446,868	503,763

FINLAND

Cars

	3 mos., 1984	3 mos., 1983
BMW	837	747
Daihatsu	234	215
Fiat Auto	2,215	1,394
Ford	3,377	3,554
General Motors	3,249	3,445
Honda	1,327	1,142
Lada	3,335	2,526
Mazda	2,555	2,182
Mercedes-Benz	862	807
Mitsubishi	1,012	1,175
Nissan	4,578	5,655
Peugeot SA	2,696	2,544
Citroen	380	242
Peugeot/Talbot	2,316	2,302
Renault	271	263
Saab	2,222	2,077
Skoda	642	864
Suzuki	389	606
Toyota	3,786	4,152
VW-Audi Group	2,237	1,642
Audi	467	461

Volkswagen	1,770	1,181
Volvo	1,799	1,671
Wartburg	152	180
Others	314	294
Total	13,994	15,187

WEST GERMANY

Cars

	5 Mos., 1984	5 Mos., 1983
Alfa Romeo	6,227	5,811
Austin Rover	3,716	1,918
Bertone	404	439
BMW	83,397	74,260
Daihatsu	2,978	2,682
Ferrari	141	141
Fiat Auto	52,085	45,371
Ford	146,757	137,008
General Motors	213,319	222,715
Honda	18,990	15,194
Isuzu	1,184	251
Jaguar	739	336
Lada	4,279	3,769
Mazda	31,673	23,984
Mercedes-Benz	113,740	111,053
Mitsubishi	20,572	17,785
Nissan	28,644	19,612
Peugeot SA	48,253	43,704
Citroen	19,240	19,223
Peugeot/Talbot	29,013	24,481
Pininfarina	295	275
Porsche	6,323	5,803
Renault	42,368	43,902
Saab	1,823	1,692
Seat	2,072	0
Skoda	1,031	726
Subaru	2,900	2,399
Suzuki	6,497	5,746
Toyota	23,596	23,243
VW-Audi Group	337,462	327,954
Audi	73,431	82,956
Volkswagen	264,031	244,998
Volvo	7,436	7,076
Others	519	642
Total	1,208,420	1,145,350

SWITZERLAND

Cars

	4 Mos., 1984	4 Mos., 1983
Alfa Romeo	2,790	2,831
American Motors	65	119
Austin Rover	917	949
Bertone	79	79
BMW	5,147	4,064
Daihatsu	356	473
Ferrari	63	80
Fiat Auto	8,306	8,220
Ford	7,004	11,288
General Motors	14,835	11,937
Honda	3,205	2,573
Isuzu	231	195
Jaguar	171	137
Lada	9	191
Maserati	136	8
Mazda	3,356	5,107
Mercedes-Benz	2,532	2,380
Mitsubishi	3,166	3,349
Nissan	3,187	6,823
Peugeot SA	9,185	9,129
Citroen	4,185	3,977
Peugeot/Talbot	5,000	5,152
Pininfarina	79	129
Porsche	660	566
Puch	36	42
Renault	5,463	6,019
Rolls-Royce	20	37
Saab	492	453
Skoda	48	92
Subaru	2,440	2,716
Suzuki	1,271	1,375
Toyota	6,959	7,592
VW-Audi Group	15,233	14,493
Audi	3,926	4,461
Volkswagen	11,307	10,032
Volvo	2,352	2,344
Others	46	105
Total	99,839	105,895

HOLLAND

Cars

	3 Mos., 1984	3 Mos., 1983
Alfa Romeo	1,655	934
BL	2,334	2,821
BMW	5,336	5,587
Daihatsu	1,515	1,317
Fiat Auto	12,358	9,050
Ford	19,375	16,780
General Motors	27,929	22,756
Honda	4,607	3,760
Hyundai	601	1,229
Lada	1,919	2,797
Mazda	5,856	5,866
Mercedes-Benz	3,231	2,840
Mitsubishi	3,851	4,977
Nissan	7,053	8,083

Peugeot SA	17,171	17,402
Porsche	74	84
Renault	9,692	9,516
Saab	1,161	1,427
Seat	1,336	3
Skoda	717	567
Subaru	919	1,127
Suzuki	3,063	3,571
Toyota	5,846	7,187
VW-Audi Group	15,906	12,300
Volvo	7,963	7,491
Others	384	457
Total	161,973	149,930

PRODUCTION OVERSEAS

FRANCE

Cars

	5 mos., 1984	5 mos., 1983
Peugeot SA	556,720	605,365
Citroen	206,370	257,824
Peugeot	310,123	255,672
Talbot	40,227	91,869
Renault	665,926	723,784
Total	1,222,645	1,329,149

Vans, trucks, buses

CBM	17	37
Peugeot SA	50,430	59,438
Citroen	12,305	14,475
Peugeot	31,990	35,087
Talbot	6,135	9,876
Renault	101,746	98,605
Sovam	23	24
Unic	2,848	3,059
Total	155,064	161,163
Total Vehicles	1,377,709	1,490,312

FRANCE

Cars

	4 Mos., 1984	4 Mos., 1983
Peugeot SA	447,804	490,034
Citroen	170,097	207,632
Peugeot	245,188	205,203
Talbot	32,519	77,199
Renault	530,592	585,355
Total	978,396	1,075,389

Vans, trucks, buses

CBM	12	29
Peugeot SA	40,143	46,362
Citroen	10,191	11,247
Peugeot	24,740	26,516
Talbot	5,212	8,599
Renault	82,932	76,444
Sovam	23	21
Unic	2,383	2,468
Total	125,492	125,324
Total vehicles	1,103,888	1,200,713

JAPAN

Cars

	4 mos. 1984	4 mos. 1983
Daihatsu	57,619	62,295
Fuji	83,696	78,286
Honda	283,928	287,711
Isuzu	25,249	36,020
Mazda	256,976	297,207
Mitsubishi	162,257	180,124
Nissan	632,554	605,384
Suzuki	50,902	35,152
Toyota	806,332	772,235

DOMESTIC CAR SALES

	July 20 to July 31 1984	Same Period, 1983	July 1984	Same Month, 1983	Jan. 1 to July 31 1984	Same Period, 1983
Alliance	6,000	4,407	13,213	11,161	63,247	81,931
Encore	4,583		9,122		44,652	
Renault Total	10,583	4,407	22,335	11,161	107,899	81,931
Spirit				348		3,884
Concord				249		10,878
Eagle	500	1,500	1,428	2,249	12,120	18,434
AMC Total	500	1,500	1,428	2,249	12,120	33,196
Reliant	11,083	5,907	23,763	14,007	120,019	111,167
Horizon	2,601	2,361	6,294	5,490	46,801	30,434
Turismo/TC-3	1,830	1,417	4,571	3,563	29,202	21,769
Plymouth	3,029	5,089	9,537	13,749	91,970	102,699
Plymouth Total	678	348	1,760	1,159	10,638	12,937
Laser	8,138	9,215	22,162	23,961	178,611	167,839
LeBaron K	2,002		4,813		34,127	
Cordoba	3,652	2,951	9,815	7,035	61,639	48,688
Fifth Avenue		315		836		8,750
E-Class	4,128	2,904	9,468	6,995	47,472	49,825
New Yorker E	936	1,092	2,315	2,852	18,762	21,054
Chrysler Total	1,650	1,923	4,189	4,309	30,589	21,049
Total Imperial	12,368	9,185	30,600	22,027	192,725	149,366
Omni	26		62			1,048
Charger/024	2,306	2,140	5,687	5,124	40,698	27,512
Daytona	1,995	1,990	4,754	4,844	32,219	26,579
Aries	1,491		3,677		28,180	
Dodge 400/600	2,486	4,766	7,677	10,757	70,233	76,534
Diplomat	969	987	2,341	2,534	15,135	19,767
Mirada	1,225	587	3,007	2,297	15,819	18,547
Dodge 600 4-dr.		160		411		3,258
Dodge Total	1,095	1,076	2,786	2,768	21,963	17,149
CHRYSLER CORP.	11,567	11,706	29,929	28,735	224,529	189,346
EXP	32,073	30,132	82,691	74,785	595,865	507,599
Escort	1,191	994	2,823	2,706	17,091	15,086
Mustang/Mustang II	11,241	10,613	27,510	25,416	206,054	209,910
Tempo	4,622	4,158	11,163	10,035	80,297	71,837
Fairmont	8,914	5,700	22,232	13,375	150,498	131,033
Granada		551		1,438		34,827
Thunderbird						3,751
LTD	5,071	5,438	12,124	12,351	93,184	65,507
Crown Victoria	5,776	4,890	15,091	11,861	117,477	91,157
Ford Division	5,677	2,666	15,312	7,812	103,871	76,274
LN7	42,492	35,010	106,255	84,994	768,472	599,382
Lynx		143		333		3,852
Topaz	1,967	3,304	4,879	7,201	39,300	51,161
Zephyr	2,469	1,664	5,687	4,200	42,889	9,961
Cougar/Monarch		623		800		11,583
XR-7						906
Capri	679	3,793	9,326	8,793	69,479	40,379
Marquis '83	582	897	1,426	1,852	11,498	13,793
Grand Marquis	3,589	2,479	8,791	6,091	62,564	37,597
Total Mercury	5,053	2,756	13,429	7,254	87,616	62,848
Continental ('82)	17,339	15,659	43,538	36,524	313,346	232,080
Lincoln		1,771	404	945	19,616	8,875
Mark VI	2,641	1,738	6,197	4,111	48,962	29,601
Lincoln Total	783	1,156	1,957	2,784	21,358	17,683
L-M Division	5,195	3,298	12,775	7,840	89,936	56,159
FORD MOTOR	22,534	18,957	56,313	44,364	403,282	288,239
Skyhawk	65,026	53,967	162,568	129,358	1,171,754	887,621
Skyline	4,610	2,451	12,732	5,857	78,048	46,091
Century	2,472	3,659	7,111	9,587	62,812	66,071
Regal	6,432	4,762	16,749	12,639	128,295	75,059
LeSabre	5,817	7,687	16,396	19,872	122,092	139,885
Electra	5,031	5,240	13,165	14,029	96,040	88,357
Riviera	3,546	2,722	7,681	7,389	54,438	45,583
Buick Division	1,286	1,463	3,447	3,848	31,243	27,658
Cimarron	29,194	27,984	77,281	73,221	572,968	488,704
Seville	917	629	1,839	1,502	11,011	11,852
Cadillac	1,160	978	2,829	2,481	20,559	17,130
Eldorado	7,212	6,007	17,840	15,068	119,146	102,292
Cadillac Division	2,300	2,316	5,665	5,625	40,857	38,051
Chevette	11,589	9,930	27,973	24,676	192,473	163,325
Cavalier	6,093	5,587	14,389	13,195	111,431	106,911
Citation	13,443	11,173	35,314	25,311	231,828	143,945
Camaro	2,703	2,599	9,885	6,387	64,818	52,932
Celebrity	7,599	6,351	19,200	16,345	128,918	105,342
Malibu	11,231	5,585	28,942	14,428	206,817	86,803
Monte Carlo		5	3,854	6	9,908	67,117
Chevrolet	3,616	3,289	9,681	8,210	82,638	56,508
Corvette	9,639	8,735	23,818	21,846	164,416	139,507
Chevrolet Division	860	955	2,013	2,519	16,549	16,043
Firenza	55,189	48,128	142,348	118,149	1,008,395	785,108
Omega	2,277	1,584	5,789	3,824	39,758	28,458
Cutlass/Ciera	1,202	1,775	3,290	4,631	25,015	35,286
Cutlass Supreme	8,595	6,381	22,069	16,094	164,123	97,889
Olds 88	8,179	10,233	21,679	25,790	214,538	195,455
Olds 98	9,314	7,380	23,890	19,247	170,860	141,495
Toronado	3,109	3,946	8,071	9,464	56,837	66,131
Oldsmobile Division	1,458	1,221	3,596	3,001	24,726	22,363
Fiero	34,134	32,520	88,384	82,051	699,857	587,077
1000	3,925		8,613		64,394	
2000 Sunbird	1,039	1,258	2,778	2,923	17,056	20,828
Phoenix	5,062	3,943	12,260	8,887	79,444	54,051
Firebird	483	923	1,413	2,258	9,922	16,972
Bonneville ('82)	4,155	3,226	9,876	8,052	65,841	53,059
Gran Prix	4,116	3,636	10,915	8,710	80,792	47,899
Pontiac	2,186	3,217	5,614	7,886	44,318	47,721
Pontiac Division	2,423	3,472	6,152	8,233	48,000	52,292
GENERAL MOTORS	2,121	1,204	5,251	2,920	33,550	8,257
VOLKSWAGEN	25,510	20,879	62,872	49,869	443,321	301,079
HONDA	155,616	139,441	398,858	347,966	2,917,014	2,331,293
	3,168	3,320	6,608	6,144	50,509	48,785
	4,294	1,619	9,624	4,605	75,294	20,868
DOMESTIC TOTAL	271,260	234,386	684,112	576,865	4,855,161	3,907,333
IMPORT TOTAL			206,090	214,378	1,438,706	1,423,757
INDUSTRY TOTAL			890,202	791,242	6,369,161	5,335,650

† estimate
*AMC does not issue a breakdown for ten-day periods

FADA convention slated Oct. 28-31

TORONTO. — The Federation of Automobile Dealer Assns. of Canada will hold its 43rd annual convention and trade show here Oct. 28-31.

The event will be held at the Sheraton Centre. Over 75 exhibitors will participate in the trade show, making it FADA's biggest ever.

In UAW bargaining with GM and Ford

Absenteeism continues as plank

By Marjorie Sorge
Labor Editor

Solving the absenteeism problem is once again a plank in contract talks this year as the UAW bargains with General Motors and Ford Motor Co.

There is already some controversy between the union and GM. The UAW wants to eliminate the absenteeism program which connects chronic absenteeism directly to the workers' benefits.

The program, negotiated in 1982, cuts the benefits of workers who miss 20 percent or more of the scheduled worktime by an equal percentage. The penalty holds for six months, after which the worker's attendance rate is reviewed.

The UAW claims the company has abused the program, punishing workers who were legitimately off the job. GM wants to build on the program.

The Ford pact with the UAW does not contain such a program but there is a letter of understanding and a commitment from both sides to work on the problem, basically at the local level.

Donald F. Ephlin, UAW vice president and head of the union's GM department, has indicated this kind of approach might be acceptable at GM.

Chrysler also has an absenteeism program. It does not penalize the AWOL workers but is aimed toward progressive self correction through counsel-

ing.

The absenteeism rates at the auto makers have remained relatively stable over the past three years, moving only a few tenths of a percentage point.

Company officials say the joint company/union relationships have played a big role in reducing the number of AWOL workers, as have the absenteeism programs.

• In addition, many workers were laid off during the recession and have just recently been recalled. They need the money, are worried about keeping their jobs and don't feel they can take the time off.

With the boom in the auto industry, there is the possibility that absenteeism could rise a little. Heavy overtime scheduled during these periods can cause an increase. The union maintains that reducing overtime will help cure the absenteeism problem. The reduction of overtime is another plank in the union's demands at Ford and GM this year.

Short-term absenteeism rates at GM have risen slightly in the past 18 months, from 3.2 percent in 1982 to 3.3 percent in 1983 to 3.8 percent for the first three months of 1984. Short-term absenteeism is classified as less than one week.

GM's totally controllable absences, which include sickness, casual AWOL and excused, have dropped, however, from 9.0 percent in 1983 to 8.9 percent through March of this year. The contractual absences dropped from 5.2 percent in 1983 to 3.5 percent through March of this year.

At Ford, the short-term rate increased only slightly from 3.5 percent in 1983 to 3.7 percent through June of this year. It was 3.7 percent in 1982.

The combined short and long-term rate has remained stable in the last 18 months at 6.4 percent. The AWOL rate was 1.7 percent in 1983 and 1.8 percent through this June. The medically related absences were 2.9 percent in 1983 and 2.8 for the first six months of this year while other excused time off was steady at 1.8 percent in both years.

The rates of the Big Two, as well as the other auto makers shown on the accompanying chart, cannot be compared since each maker measures absenteeism differently.

At Chrysler, the rate dropped from 4.8 percent in 1982 to 4.3 percent in 1983 but is on the rise again, hitting 4.9 percent for the first five months of this year. Those figures include all absences, contractual and AWOL, and tardinesses.

At American Motors, the rate dropped from 3.7 percent in 1982 to 3.0 percent in 1983 but is also climbing, hitting 3.5 percent for the first six months of 1984.

AMC's absenteeism rate at its Kenosha plant was 3.1 percent in 1983 and 3.2 percent through this June. At the Toledo operations, it rose from 2.9 percent in 1983 to 3.7 percent this year. The company has added another 1,000 people to that plant since the end of last year.

Volvo honors Sawyer

DEKALB, Ill. — Harrison G. Sawyer, Sawyer Auto Imports, Inc., has been honored for 20 years as a Volvo dealer.

Big Four Absenteeism Percentages

	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984**
Chrysler	7.7	6.8	7.4	8.0	7.8	7.4	6.0	5.6	4.8	4.3	4.9
Ford	5.5	5.1	5.0	6.0	5.9	5.8	4.8	4.3	3.7	3.5	3.7
GM*	6.4	6.0	6.4	7.9	9.8	5.7	4.2	3.9	3.2	3.3	3.8
AMC	—	—	—	—	—	—	—	5.0	3.7	3.0	3.5

*General Motors absenteeism rates for 1977 and 1978 reflect contractual absences.
**1984 figures are through March for GM, through May for Chrysler and through June for Ford and AMC.
Comparisons among the companies are not valid since each uses a different method of computing absenteeism. Volkswagen of America would not release its absenteeism figures.

IMPORTED CAR SALES

	July, 1984	July, 1983	7 mos., 1984	7 mos., 1983
Alfa Romeo	325	223	2,056	2,007
Audi	4,013	4,532	43,836	26,923
BMW	5,066	5,102	42,011	31,782
Chevrolet Sprint	1,436		4,514	
Conquest/Challenger	283	1,645	2,546	10,229
Plymouth Colt	2,341	3,571	16,135	18,742
Dodge Colt	2,777	3,754	18,414	21,496
Fiat		386	4,489	
Honda	30,255	30,526	226,128	212,489
I.A.I.	255		1,149	
Isuzu	1,499	2,042	9,492	11,879
Jaguar	1,329	1,057	10,203	8,790
Lancia		46	513	
Maserati	218		460	
Mazda	16,269	14,353	98,299	103,454
Mercedes-Benz	2,343	6,060	42,689	41,840
Mitsubishi	2,579	3,043	22,172	17,034
Nissan	42,183	47,946	286,428	323,800
Peugeot	1,652	1,337	11,245	8,721
Porsche	659	2,078	13,117	13,246
Renault	1,114	4,103	7,600	16,048
Saab	2,663	2,197	20,806	16,144
Conquest/Sapporo	247	1,446	2,198	8,174
Subaru	15,097	13,457	93,646	92,776
Toyota	51,962	50,191	321,420	332,308
Vista	1,459		7,533	
Volkswagen	7,924	6,734	67,445	44,312
Volvo	10,142	8,549	67,156	56,561
TOTAL	206,090	214,378	1,438,706	1,423,757

U.S. CAR SALES BY MARKETING UNITS

factories list auction dates

American Motors

Aug. 13—Aptco Auto Auction, Taylor, Mich.

Aug. 15—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Aug. 16—Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 17—Concord Auto Auction, Acton, Mass., and Floyd Hauge Auto Auction, Bridgeton, Mo.

Aug. 21—D-A Auto Auction, New Stanton, Pa., and High Point Auto Auction, High Point, N.C.

Aug. 22—Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction,

Caledonia, Wis.

Aug. 23—Corry Auto Auction, Corry, Pa.; Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind.; Kansas City Auto Auction, Kansas City, Mo., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 28—Aptco Auto Auction, Taylor, Mich.

Aug. 29—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, O.; Central States Auto Auction, Mason City, Ia., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Aug. 30—Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 31—Concord Auto Auction, Acton, Mass., and Floyd Hauge Auto Auction, Bridgeton, Mo.

Ford Motor Co.

Aug. 16—Arena Auto Auction, Chicago, Ill., and Dallas Auto Auction, Grand Prairie, Tex.

Aug. 21—Harrisonburg Auto Auction, Harrisonburg, Va.

Aug. 23—Denver Auto Auction Ltd., Englewood, Colo.; 166 Auto Auction, Springfield, Mo., and Skyline Auto Exchange, Fairfield, N.J.

Aug. 29—Clanton's Auto Auction, Darlington, S.C., and Brasher's Southern California Auto Auction, Fontana, Calif.

Aug. 30—Aptco Auto Auction, Taylor, Mich.

General Motors

Aug. 14—Southern Auto Auction, Warehouse Point, Conn., and Florida Auto Auction of Orlando, Ocoee, Fla.

Aug. 15—Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Aug. 16—Indianapolis Auto Auction, Indianapolis, Ind.

Aug. 22—Clanton's Auto Auction, Darlington, S.C.

Aug. 23—Butler Auto Auction, Gibsonia, Pa.; Arena Auto Auction, Chicago, Ill., and Dallas Auto Auction, Grand Prairie, Tex.

Aug. 29—Golden Gate Auto Auction, Fremont, Calif.

Aug. 30—Aptco Auto Auction, Taylor, Mich.; Floyd Hauge Auto Auction, Bridgeton, Mo., and Denver Auto Auction, Englewood, Colo.



25 with Chevy

C. L. (Chap) Harrison, left, Taylor & Harrison, Inc., Providence Forge, Va., receives Chevrolet's 25-year-dealer award from O.K. LeBron Jr., Chevrolet's sales manager-East.

Dominion Auto Accessories
DSMA Group
Dukane
Duplex
EDC of Wayne County
E/M Lubricants, Inc.
Equip Auto of 1985
Essex Specialty Products, Inc.
Export Scovill Ltee
FAG Bearings
Five Star Manufacturing Co.
Flint-Genesee Corporation
Florida Production
Engineering Co.
The Gates Rubber Co.
GEL, Inc.
Gemtec Industries, Inc.

Ger Bong Engineering Company
Government of Quebec—Dept.
of External Trade
G.S. Woolley 1978 Ltd.
GTE Products Corp.—Sylvania
Miniature Lighting
GTE Valeron Corporation
Han Kook Automatic Machinery
Company Ltd.
Hanover Marketing & Trade
Corporation
Harrison Radiator Division, GMC
Herman Schwabe, Inc.
Hess & Eisenhardt Co.
Heuliez-DEA
Hudson Machinery Corp.
Inalfa-Hollandia Sunroofs Inc.
Inland Tool &
Manufacturing, Inc.
International Precision
Industries, Inc.
ITT Automotive Worldwide
Jack Bott Sales, Inc.
JEMS Manufacturing Inc.
Kansas City Area Development
Council
Kay Screen Printing
Kia Industrial Company
Korea Trade Center
Krupp
Lees Enterprises
LeRoy Industries, Inc.
Le Sueur Foundry Company
Louis A. Wright & Assoc. Inc.
Lucky-Goldstar International
Corporation
The Lutravil Company
Lyster Die Castings Ltd.
Magna International Inc.
Maremont Corp.
Marvel Equipment Corp.
McCard, Inc.
McRobert Springs
Metal Forming & Coining Corp.
Metal Kotings
Metcor Inc.
The Metallor Corp.
Michigan Bell
Michigan Steel Spring Company
Microphoto Inc.
Milwaukee Wire Products
Mnemos, Inc.

Modern Industries
Melbourne Inc.
Monroe County Industrial
Development Corp.
Nakata S.A.
Nissan Trading Co.
OEM Comercio Exterior
Olympus Corp.,
Industrial Fiberoptics Dept.
Ontario Center for Automotive
Parts Technology
Ontario Government—Ministry
of Industry & Trade
Ozite Canada (1981) Inc.
Panax
Perfect Fit Industries
Pontiac Motor Division, GMC
Prokote
R.B. Stamping
R.J. Stampings Co., Inc.
Racemark International, Inc.
Rene Fiberglass and Rene RIM
Ryder P.I.E.
Sachs Automotive
Components, Inc.
St. Louis Economic Development
Sam Mok Kang Up Co. Ltd.
Samsung Company
Sam Sung Radiator Industries
Company
Sanden International (USA) Inc.
Schmelzer Corp.
SECOA Technologies, Inc.
Southern Aluminum
Castings Co.
Southland Industries, Inc.
State of Michigan—Department
of Commerce
State of Missouri
SU-Butec Automotive
Components
Techmire Ltd.
3M/Transportation Equipment
Industry Products Dept.
Tudor Safety Glass
TVR of America, Inc.
Unipart Group Ltd.
Univel Industria E Comercio Ltd.
Universal Die Castings
Valeron
Varga North America
Varta Batteries Ltd.
Vittforge Inc.
Volkswagen of America, Inc.—
Fort Worth Mfg. Plant
Wagner Castings Co.
Waller Motors
Ward's Communications/
Ward's Research
Webasto North America
Weber
Webster Manufacturing
(London) Ltd.
Western Union
Windsor-Essex County
Development
Commission
Wohlert Corp.

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Exhibitors

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Air International Pty Ltd.
American Biltrite Inc.
ANSA Marmite
Applied Color Systems Inc.
ARA Manufacturing Co.
Artos Engineering
ASC, Inc.
A. Schulman Inc.
Associated Tube Industries, Ltd.
AT & T Communications
Automotive Tec Associates Ltd.
Brazaco Mapri
Brazilian Government Trade
Bureau
British Columbia Ministry
of Industry
Buick Motor Division, GMC
Burlington Northern Air Freight
CAE Montupet Diecast Ltd.
Camcar-Textron
Camoplast
Cars & Concepts, Inc.
Centra Leichtmetall-Rader,
GmbH
Chevrolet Motor Division, GMC
CINPAL
Cofap
Crown Group
Daewoo Corporation
DBM Reflexes Enterprises Inc.
Delco Moraine Division, GMC
Delco Products Division, GMC
Delco Remy Division, GMC
Detroit Economic Growth Corp.
DHL Airways, Inc.
Diemakers, Inc.

Vehicle Manufacturers

American Motors Corporation
Avanti Motor Corporation
Bayerische Motoren Werke A.G.
(BMW)
Buick Motor Division
Cadillac Motor Division
Chevrolet Motor Division
Chrysler Corporation
Chrysler Interparts

Fisher Body Division
Ford Europe
Ford Latin America
Ford Motor Company
Fuji Heavy Industries Ltd.
General Motors Corp.
GMC Truck & Bus Group
IDP Renault
Isuzu Motors Ltd.
Mazda Motor Corporation

Mitsubishi Motors Corporation
Nissan Motor Manufacturing
Corp. U.S.A.
Oldsmobile Motor Division
Pontiac Motor Division
Saab-Scania AB
Volkswagen of America
Volkswagenwerk A.G.
Volvo White Truck Corporation

Model breakdown

	Auction Averages		
	AUGUST	JULY	JUNE
1984.....	\$9,282	\$11,772	\$10,601
1983.....	7,480	7,793	8,284
1982.....	5,924	6,759	6,185
1981.....	5,146	5,681	5,091
1980.....	4,496	4,222	4,358
1979.....	3,607	4,100	3,963
1978.....	2,531	2,644	2,432
1977.....	1,956	2,114	1,830
Overall			
Average	\$5,285	\$ 5,560	\$ 5,436

Used Car Sales

Auction Averages	
August to date	\$5,285
Month ago	\$4,857
Year ago	\$5,160

Workers oppose training plan at GM Wentzville

WENTZVILLE, Mo. — By a 4 to 1 margin, UAW members at the General Motors Assembly Division plant here voted to try to end the fairly new "pay-for-knowledge" plan and go back to job classifications tied to seniority.

More than 3,000 workers, members of Local 2250, were eligible to vote. Casting ballots against the proposal were 1,936 hourly workers while 499 favored retention of the voluntary program.

However, factory officials have indicated that this concept won't be dropped, but is subject to local negotiations.

Fred Singleton, president of the local, said that more than 70 percent of the GM workers started the program, which permits workers to participate voluntarily so they'll be trained to do 16 jobs rather than one or two on the assembly line.

The benefit to the worker is that after going through group training, he can boost his hourly pay from \$9.63 to \$10.06. This helps the company through a pool of flexible workers.

However, some UAW members maintained that the program placed older workers with higher seniority at a disadvantage if they didn't participate. A non-participant isn't eligible for job transfer or promotions to other classifications.

Study examines the next 20 years

Auto future promising, MIT finds

Continued from Page 2

and ease their fears of displacement by the new technology. Increased worker participation would help reduce costs and heighten attention to quality."

In the seven countries that were studied, direct automotive employment in 1979 totaled more than 3.6 million. By 1981, the number had declined by 400,000, "and this may have been only the beginning since the effect of the new automated, flexible manufacturing systems in the auto industry was only beginning to be felt."

The report projected that the number of auto workers in those seven largest producing countries will fall off to 2.27 million by the year 2000.

When management adopts a strategy of "outsourcing" production and procurement abroad to counter what it perceives as excessive demands by labor, the report said, it runs the risk of not getting labor's critical support "whenever government must be lobbied for regulatory relief, trade intervention or financial assistance."

The advantage of an "outsourcing" strategy is that it consistently "dramatizes the possibility that in-house jobs will be lost unless changes occur that are of sufficient magnitude to overcome the competitive advantages of outside vendors."

"The issue . . . is one of delicate balance," the report said. "The balancing task would be difficult in any circumstances, but it is particularly so when the prospects are for an overall decline in employment and when competitive pressures necessitate rapid adjustment. This means walking the tightrope in a hurricane."

• The report sees the probability of no radical change in most passenger cars produced in the next 20 years. The conventional internal-combustion-powered four-to-five passenger vehicle "will not be threatened (in that period) by energy prices or by such alternative powertrain technologies as turbine or electric."

Many factors enter into a maker's decision to incorporate major technological advances.

"On balance," the report said, "the probably moderate pace of fuel-price increases and the long development time needed to perfect and introduce technologies beyond the present state of the art mean that only a few of the more advanced concepts will find their way into production cars during the next 20 years."

"However, the potential for rapid introduction is there if conditions demand crash adaptation."

The probable individual areas of future innovation "do not have the spectacular quality often associated in popular discussion with innovation and 'high technology,'" the report said.

It added, "The next 20 years it should be clear, will not be filled with electric or hydrogen-fueled or self-driving autos, nor will cars pour forth from fully-automated factories."

"Moreover, the primary system of innovation will continue to be the incremental one-system-at-a-time, one-market-segment-at-a-time approach."

Nevertheless, said the report,

the effects of a number of incremental innovations are cumulative: "Their impact over the next 20 years on the automobile and its use is likely to be very large, particularly in terms of the competitive balance within the world auto industry."

Whatever the source of innovative ideas, inside or outside the auto industry, "the most important determinant of the rate of innovation actually reaching users in the next 20 years will be the type and intensity of competition in the world auto industry."

The MIT analysts said that the "great question" is whether

all the competing interests and perceptions of reality within each country and across the developed world, can be balanced.

"We have no final answers, but there are many positive signs," they wrote.

"The pace of copying, collaboration and direct investment has stepped up dramatically in the U. S. and Europe since the late 1970s. The major producers and component suppliers, both in Japan and the West, seem to be internationalizing rapidly."

Cited were the new U. S. assembly plants of Honda and Nissan, the General Motors-Toyota collaborative manufacturing venture in California,

GM's new "Buick City" and the innovative Pontiac Fiero production system and BL's process of collaborating with Honda and others.

The major uncertainties, the study report noted, are that the "full process of rebalancing and assimilation will take many years. Individual producers inevitably will make catastrophic errors from time to time, which governments will be hard pressed to ignore or to remedy creatively. Labor leaders and company heads will face a difficult task in explaining the demands of the future to the rank and file."

"Finally, the trade cycle and the general sluggishness of the world economy will put periodic pressures on the weakest producers and national industries, which governments will feel compelled to alleviate."

Changeovers and vacations trim inventories

Domestic car supply cut to 47 days

Continued from Page 1

ures significantly via sales increases as well as plant shut-downs. The AMC-built Renault Alliance nearly halved its days' supply, for example, despite an inventory decline of only 2,500 units. Encore pulled off nearly as good a sales feat.

The Aug. 1 inventory was divided this way: General Motors, 51.43 percent; Ford Motor Co., 26.19 percent; Chrysler Corp., 16.70 percent; AMC, 3.59 percent; VW, 1.53 percent, and Honda, 0.56 percent.

One month earlier, the breakdown was GM, 48.85 percent; Ford, 29.30 percent; Chrysler, 16.70 percent; AMC, 3.44 percent; VW, 1.23 percent, and Honda, 0.48 percent.

Standard-size and luxury models had heavier shares of the Aug. 1 inventory compared with a month earlier. The Aug. 1 breakdown was subcompact, 20.48 percent; compact, 27.71 percent; intermediate, 28.31

percent; standard, 14.15 percent, and luxury, 9.35 percent.

The comparable July 1 shares: Subcompact, 20.45 percent; compact, 28.18 percent; intermediate, 28.99 percent; standard, 13.57 percent, and luxury, 8.81 percent.

• There was a 51-day supply of subcompacts on Aug. 1, broken down this way: Daytona, 84 days; Laser, 76; Lynx, 72; Charger, 66; Omni, 60; Turismo, 59; Escort, 58; Horizon, 58; Rabbit, 56; Encore, 50; EXP, 49; Pontiac 1000, 47; Chevette, 43; Alliance, 43; Accord, 19, and Fiero, 16.

The compact-cars and their days' supplies: Eagle, 102; Topaz, 73; Aries, 71; Cimarron, 66; Capri, 66; Dodge 600 two-door and convertible, 66; Camaro, 65; Reliant, 62; Tempo, 61; LeBaron, 56; Firenza, 54; Skyhawk, 52; 2000 Sunbird, 50; Mustang, 48; Firebird, 44, and Cavalier, 34.

Intermediates and their days' supplies: Malibu, 283 (there were only 92 Malibuses left in stock, but they were selling very slowly); Chrysler E Class, 90; Dodge 800 four-door, 85; New Yorker E, 81; Phoenix, 73; Thunderbird, 65; Grand Prix, 58; Bonneville, 56; Regal, 56; Skylark, 53; Citation, 51; Cougar, 49; Monte Carlo, 45; Century, 43; LTD, 40; Pontiac 6000, 40; Omega, 39; Marquis, 35; Celebrity, 31; Ciera, 26, and Cutlass, 26.

Days' supplies of standard-size cars: Parisienne, 66; Diplomat, 51; LeSabre, 51; Chevrolet, 50; Gran Fury, 47; Grand Marquis, 46; Crown Victoria, 44, and Oldsmobile 88, 35.

For luxury cars: Eldorado, 76; Corvette, 74; Mark VII, 73; Toronado, 64; Fifth Avenue, 63; Riviera, 62; Seville, 53; Lincoln, 44; Oldsmobile 98, 20; Continental, 27; Electra, 21, and Cadillac, 19.

NEW-CAR STOCKS

	Aug. 1, 1984	July 1, 1984	Aug. 1, 1983
Alliance	43	78	49
Encore	50	72	40
Spirit	.....	.....	65
Concord	.....	.....	102
Eagle	102	102	84
AMERICAN MOTORS	49	78	52
Horizon	58	66	41
Reliant	62	48	40
Turismo/TC3	59	67	35
Plymouth	47	35	34
Plymouth Total	59	54	35
LeBaron	56	67	51
Laser	76	75	.....
Cordoba	.....	.....	50
Fifth Avenue	63	99	56
New Yorker E	81	99	74
E-Class	90	101	80
Chrysler Total	67	84	61
Omni	60	65	46
Daytona	84	77	.....
Charger/024	66	77	49
Aries	71	55	34
400/600	66	71	57
Mirada	.....	.....	88
600 4-door	85	89	98
Diplomat	51	48	41
Dodge Total	68	66	48
CHRYSLER CORP.	66	68	48
EXP	49	48	37
Escort	58	65	29
Fairmont	.....	.....	45
Tempo	61	74	45
Mustang	48	63	56
Thunderbird	65	80	83
LTD	40	50	56
Crown Victoria	44	55	41
Ford Division	54	64	48
LN7	.....	.....	71
Lynx	72	73	43
Topaz	73	78	46
XR-7/Cougar	49	60	63
Zephyr	.....	.....	14
Marquis	35	38	46
Grand Marquis	46	59	32
Capri	65	75	81
Total Mercury	51	60	48
Continental	27	41	82
Lincoln	44	41	62
Mark VII	73	62	61
Lincoln Total	42	45	64
FORD MOTOR	52	61	49
Skyhawk	52	59	38
Skylark	53	42	38
Century	43	42	69
Regal	56	59	46
LeSabre	51	47	39
Electra	21	24	58
Riviera	62	49	66
Buick Division	48	47	49
Cimarron	66	111	68
Eldorado	76	57	56
Cadillac	19	26	42
Seville	53	52	55
Cadillac Division	36	40	48
Chevette	43	58	61
Cavalier	34	42	36
Citation	51	47	78
Camaro	65	65	52
Celebrity	31	34	71
Malibu	283	93	41
Monte Carlo	45	52	51
Chevrolet	50	52	49
Corvette	74	68	22
Chevrolet Division	44	48	51
Firenza	54	49	43
Cutlass Ciera	26	26	50
Omega	39	36	34
Cutlass Supreme	26	25	30
Olds 88	35	32	23
Olds 98	29	26	37
Toronado	64	64	62
Oldsmobile Division	32	31	35
Fiero	17	20	.....
1000	47	67	68
2000 Sunbird	50	54	30
Phoenix	73	95	66
Firebird	44	44	54
6000	40	33	58
Bonneville	56	84	59
Grand Prix	58	58	63
Pontiac	66	82	71
Pontiac Division	46	52	55
GENERAL MOTORS	42	44	47
VOLKSWAGEN	56	70	67
HONDA	19	15	20
Total Cars, U.S.	47	52	48
SUBCOMPACT	51	60	44
COMPACT	53	58	44
INTERMEDIATE	43	46	50
STANDARD	46	49	41
LUXURY	41	44	51

Fisher Body, GMAD are casualties of reorganization

2 major divisions leave GM scene

Continued from Page 3

two firms was in 1910 when Fisher sold Cadillac 150 closed bodies (Fisher pioneered the closed body). By 1912, Fisher's sales to GM had grown to 105,000, and it was still making bodies for other firms.

That changed in 1919 when GM bought 60 percent of Fisher Body Corp. for \$27.6 million. The agreement stipulated that, except for some open body styles supplied to Chrysler Corp., Fisher Body would produce bodies exclusively for GM.

On June 30, 1926, Fisher Body became a division of GM when GM purchased the Fisher brothers' remaining interest. The price was \$208 million.

Fisher Body employees had a fierce loyalty to their company and to the family that ran it.

The old-timers never really acknowledged that they worked for GM, despite what it said on their paychecks. They worked for Fisher Body or for "the Fisher boys."

Although Fisher Body Division is gone, the Fisher name survives at GM in Fisher Guide Division, which was formed last month by combining eight Fisher Body hardware plants with Guide Division.

GMAD does not have the long history of Fisher Body, but it

Caldwell elected to board

NEW YORK. — Philip Caldwell, chairman and chief executive of Ford Motor Co., has been elected to the board of directors of Russell Reynolds Associates, Inc., an executive recruiting firm.

(and its predecessor) have been on the scene since before World War II.

Before the war, plants in South Gate, Calif., and Linden, N. J., were building Buicks, Oldsmobiles and Pontiacs from parts made by those divisions. This activity was expanded with the formation of B-O-P Assembly Division in 1945.

In 1963, GM began making Buicks, Oldsmobiles and Pontiacs in certain Chevrolet plants and Chevrolets in plants of the B-O-P Assembly Division. B-O-P Assembly became GMAD in 1965.

The division grew. In 1968, it took over six Chevrolet and Fisher Body plants (doubling GMAD's size) and eventually it operated every assembly plant except the home plants of the divisions.



Charles Katkin



W. Blair Thompson



John D. Dehink



Paul D. Pender



Mark R. McCabe



Ross M. Haun

Suzuki models trickling in from Puerto Rico, Guam

Non-west deals have Chevy Sprints

Continued from Page 1

untarily by the Japanese Government.

In addition, cars coming in from U. S. territories meet the safety and emission standards enforced on the mainland. Vehicles in U. S. protectorates are also subject to the same recall notification procedures.

There are some indications that unauthorized importation

has subsided as Puerto Rico's domestic market improves and manufacturers crack down on traffic out of Guam.

But introduction of the Sprint last May has apparently awakened interest in states where the minicar is not sold and, therefore, created a market for Suzuki vehicles from other sources.

General Motors has only 17,000 Sprints to sell during the current quota year and is distributing them only in Alaska, Arizona, California, Hawaii, Washington, Idaho, Nevada, Oregon and Utah.

But to the dismay of Chevrolet, the same vehicle has been spotted in some Eastern dealerships bearing the Puerto Rican designation SA 310.

"Those are unauthorized sales and we don't warrant those vehicles," said a Chevy spokesman. "But it could reflect poorly on us because people associate the car with Chevrolet."

He said the division became aware of the problem shortly after the Sprint was introduced, but it has no way of tracking how many Suzuki minicars are being sold and by whom. However, he said it is "not just Chevy dealers" who are retailing the unauthorized cars.

"We're in contact with Suzuki," said the Chevy representative. "We've discussed the situation with them and those discussions are continuing, but we're not even sure that Suzuki has control over it."

Bernard Neary, executive vice president of the South Florida Automobile Dealers Assn., said he was aware of only one local importer of the Suzuki minicar — South Florida Auto Center of Miami.

However, South Florida Auto Center's general manager, Gene Hernandez, denied that the firm has ever brought the three-cylinder vehicle into the U. S. He said his company imports Suzuki's Jeep-style SJ 410 vehicles from Puerto Rico, but

does not handle the SA 310.

"No, sir, I don't have that car," said Hernandez. "Chevrolet has the Sprint. I imagine some private individuals are bringing one or two in, but I really don't know of anybody who is."

Christopher Bates, an economist monitoring Japanese imports at the U. S. Department of Commerce, said 7,295 Japanese-manufactured cars were brought into the U. S. through Puerto Rico during the third year of voluntary restraints which ended March 31.

Bates said Japanese import numbers are not available from other third countries because the figures are not aggregated by the U. S. Census Bureau and therefore are considered "business confidential."

• But he said the combined Japanese imports from Guam, the Virgin Islands, Panama and other third countries "are roughly the same order of magnitude" as the Puerto Rican total.

Passage of Japanese cars from Puerto Rico to the U. S. climbed to 7,295 for the year ended March 31, 1984. It was 5,877 during 1982-83 and 3,240 in 1981-82. Prior to the voluntary restraints, Bates said approximately 100-to-200 Japanese cars came into the country from Puerto Rico each year.

"It is purely conjecture on my part," Bates said, "but there is such a strong demand for Japanese vehicles in this country that dealers may be willing to pay a price beyond what they did a year ago."

"What happens, essentially, is that a dealer in the U. S. wants to get hold of six vehicles or so and makes an offer to someone in Puerto Rico," he said.

"Assuming what they bring in meets U. S. environmental and safety standards, there is nothing the U. S. Government can do, and nothing the manufacturers can do without running the risk of violating anti-trust laws."



Cadillac gets convertible look

E&G Classics, Inc., Columbia, Md., is offering an aftermarket kit to give the '85 Cadillac Coupe DeVille the convertible look.

Honda vaults to top spot in 1st-half sales per dealer

Continued from Page 1

passed 86 in 1983; Audi, at 96, replaced its 83 high from 1974; BMW's 89 surpassed 66 last year; Saab's 55 was up from a record 43 in 1983; Jaguar moved to 47 from the year-ago record of 39, and Peugeot's 30 erased the former record of 25 set in 1981.

Average sales of domestic units per new-car dealer climbed to 204 the first half of this year from 162 in 1983. The imported-car average for the same period dipped to 117 from 119.

The average for General Motors dealers made an impressive gain from 1983, up to a first-half mark of 251 from 196. Ford Motor Co. dealers boosted their average to 183 from 140, and the Chrysler Corp. average expanded to 131 from 118 a year earlier.

The American Motors corporate average, including AMC, Renault domestic and Renault imported cars slipped to 68 from 75. Volkswagen, which also includes U. S.-built and imported passenger cars, had a 115 midyear average, up from 87 in 1983. VW's import line enjoyed a 58-percent sales in-

crease this year.

Honda, which topped VW in the domestic market by a 50-percent margin in the first half of 1984, still sells the majority of its cars from imported stocks and is considered an import in the dealer survey and sales-per-dealer calculations. Its 316 average was the highest for any make for the first half.

• Among the domestics, Cadillac was the top average first-half nameplate with a 63-per-outlet figure. Second was Oldsmobile's Cutlass/Cutlass Supreme at 61, followed by the VW Rabbit, 49; Oldsmobile Eighty-Eight, 46; Oldsmobile Cutlass/Ciera, 45; Ford Escort, 38; Chevrolet Cavalier, 38; Buick Century, 38; Renault Alliance, 37, and Buick Regal, 36.

Domestic nameplate leaders by market segment for the first half of 1984 were: Rabbit, 49, was best subcompact; Chevrolet Cavalier, 38, topped the compacts; Cutlass/Supreme, 61, led intermediates; Oldsmobile Eighty-Eight, 46, was first among standards, and Cadillac, 63, was the top luxury nameplate.

U. S. NAMEPLATES SALES PER OUTLET

FIRST HALF Subcompact

1984 Position	Make	1983 Position
1-49	Rabbit	46-2
2-38	Escort	40-3
3-37	Alliance	54-1
4-26	Encore	....
5-19	Fiero	....
5-19	Chevette	18-4
7-14	Horizon	9-6
8-13	Lynx	17-5
8-13	Omni	9-6
10-10	Charger	8-8
10-10	Laser	....
12-9	Daytona	....
12-9	Turismo	7-9
14-5	1000	6-10
15-3	EXP	3-11

Compact

1-38	Cavalier	23-3
2-29	Reliant	34-1
3-27	Tempo	4-15
4-22	2000 Sunbird	15-5
4-22	Skyhawk	14-8
4-22	Aries	26-2
7-21	Camaro	17-4
8-19	Firebird	15-5
9-18	LeBaron	15-5
10-15	Mustang	13-9
11-14	Topaz	2-17
12-11	Firenza	8-11
13-7	Eagle	11-10
14-6	Cimarron	7-11
15-5	600 Coupe	7-11
16-4	Capri	5-14

Intermediate

1-61	Cutlass/Supreme	54-1
2-45	Ciera	26-3
3-38	Century	21-4
4-36	Regal	41-2
5-35	Celebrity	14-9
6-23	6000	13-10
7-22	XR-7	12-12
7-22	LTD	17-7
9-20	Marquis	21-4
10-19	Skylark	19-6
11-17	Thunderbird	12-12
12-14	Grand Prix	15-8
12-14	Monte Carlo	9-18
14-13	Bonneville	13-10
15-11	Citation	11-14
16-9	New Yorker E	6-21
17-8	Omega	10-17
18-7	Dodge 600	6-21
19-6	E-Class	7-19
20-3	Phoenix	5-23
....	Malibu	11-14

Standard

1-46	Olds 88	39-1
2-28	LeSabre	25-2
3-28	Grand Marquis	21-4
4-27	Chevrolet	23-3
5-19	Crown Victoria	15-6
6-9	Parisienne	2-10
7-5	Diplomat	6-7
8-3	Grand Fury	4-8
....	Cordoba	3-9
....	Mirada	1-11

Luxury

1-63	Cadillac	55-1
2-27	Lincoln	17-4
3-22	Eldorado	20-2
4-16	Electra	13-6
5-15	Olds 98	18-3
6-13	Fifth Avenue	16-5
7-12	Seville	9-8
7-12	Mark VII	10-7
9-10	Continental	5-11
10-9	Riviera	8-9
11-7	Toronado	6-10
12-3	Corvette	3-12

SALES PER OUTLET

FIRST HALF

1984 Position	1984	1983 Position
1-316	Honda	246-3
2-249	Toyota	259-1
3-239	Mitsubishi	197-4
4-221	Nissan	254-2
5-192	Oldsmobile	161-5
6-168	Buick	142-6
7-168	Chevrolet	129-7
8-141	Ford	112-10
9-141	Volvo	119-8
10-127	Pontiac	85-15
11-115	Volkswagen	87-13
12-108	Mazda	117-9
13-103	Cadillac	91-12
14-100	Mercury	75-16
15-98	Subaru	101-11
16-97	Mercedes	86-14
17-96	Audi	53-21
18-89	BMW	66-17
19-70	Dodge	63-19
20-68	Renault	66-17
21-55	Chrysler	47-22
22-55	Saab	43-24
23-54	Plymouth	55-20
24-50	Lincoln	32-27
25-47	Jaguar	39-25
26-38	Porsche	34-26
27-37	Isuzu	47-22
28-30	Peugeot	23-28
29-15	Alfa Romeo	16-30
30-14	Chevrolet Sprint	....
31-8	Dodge/Mitsubishi	10-31
32-7	AMC	21-29
33-6	Plym./Mitsubishi	8-32
....	Bertone/	....
....	Pininfarina	0

SALES PER OUTLET BY MAKE: TOTAL U. S. MARKET

	1984	1983	1982	1981	1980	1979	1978	1977	1976	1975	1974
Honda	316	246	236	262	251	266	216	199	105	106	61
Toyota	249	259	241	300	295	245	229	254	160	144	132
Mitsubishi	239	197	0	0	0	0	0	0	0	0	0
Nissan	221	254	209	225	259	223	182	198	137	130	95
Oldsmobile	192	161	129	140	127	152	155	164	143	86	77
Buick	168	142	123	126	116	119	125	125	126	77	69
Chevrolet	168	129	123	137	159	192	199	190	175	139	176
Ford	141	112	101	107	107	149	178	172	161	126	169
Volvo	141	119	104	92	68	75	55	50	42	71	54
Pontiac	127	85	85	93	99	130	141	137	118	73	78
Volkswagen	115	87	80	127	138	126	114	132	89	144	144
Mazda	108	117	100	123	98	108	50	41	37	104	105
Cadillac	103	91	73	68	66	99	108	103	101	72	62
Mercury	100	75	64	67	59	93	106	89	74	51	60
Subaru	98	101	95	103	95	96	69	55	36	32	20
Mercedes	97	86	78	80	64	70	54	62	55	52	46
Audi	96	53	53	57	48	48	47	41	40	73	83
BMW	89	66	63	55	49	49	45	49	47	30	30
Dodge	70	63	53	69	52	75	86	85	90	57	86
Renault	68	66	15	12	13	32	25	27	11	11	13
Chrysler	55	47	31	18	26	36	45	46	44	31	16
Saab	55	43	29	24	21	24	25	23	15	19	15
Plymouth	54	55	53	73	45	64	77	82	97	64	101
Lincoln	50	32	30	22	23	42	54	56	38	25	24
Jaguar	47	39	21	8	5	8	7	8	13	11	6
Porsche	38	34	21	18	17	23	30	35	21	30	43
Isuzu	37	47	33	44	0	0	0	0	0	0	0
Peugeot	30	23	21	25	22	23	16	21	18	20	12
Alfa Romeo	15	16	7	6	10	10	17	17	16	15	11
Chevrolet Sprint	14	0	0	0	0	0	0	0	0	0	0
Dodge/Mitsubishi	8	10	11	13	18	20	15	24	12	19	11
AMC	7	21	30	46	46	44	59	61	76	90	106
Plym./Mitsubishi	6	8	9	13	20	16	12	19	8	0	0
Bertone/Pininfarina	5	0	0	0	0	0	0	0	0	0	0
Fiat	0	0	20	33	35	51	46	51	43	68	48
Imperial	0	2	4	7	0	0	0	0	0	0	0

Honda, Volkswagen and Renault figures include U. S.-built cars and imports.

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Industry nears 5 million for year

Week's car output rises to 120,213

By Keith Gave
Detroit Reporter

U.S. auto production is nearing the 5-million mark, but current output shows the effects of model changeover.

Some Chrysler lines renewed limited production last week, but Volkswagen of America, despite plans to resume production a week ago, won't resume building cars in the U.S. until at least August 20.

General Motors resumed production at three plants, but shut down three others for

model changeover.

Domestic manufacturers projected completion of 120,213 cars last week, 9.36 percent more than 109,923 completed the previous week and 17.33 percent above 102,455 in the same week a year ago.

Year to date, 4,972,089 cars have been built in the U.S., a 25.84 percent increase over the 3,951,158 finished at this time last year.

Of last week's estimated car production in the U.S., General Motors accounted for 56.86 per-

cent, followed by Ford Motor Co., 29.33 percent; Chrysler, 6.82 percent; American Motors, 3.99 percent, and Honda, 3.00 percent.

Workers began returning to Volkswagen's Westmoreland (Pa.) facility Aug. 6, as members of the plant engineering department completed a multi-million-dollar project to retool the facility for production of the new Golf.

VW began calling workers back in what company officials called a "phased-in return" in preparation for production, which is scheduled to begin Aug. 20.

Chrysler has scheduled its six U.S. car and truck assembly plants to operate this week with two regular shifts at each plant.

General Motors resumed production at Leeds (Mo.), Willow Run (Mich.) and Wilmington (Del.). It shut down plants in Detroit, Fairfax (Kans.) and Oklahoma City, bringing to 21,400 the number of hourly workers on temporary layoffs.

GM said it scheduled Saturday overtime at its Flint G-line and at Lordstown, O.

Ford resumed second-shift production at its Hapeville (Ga.) plant, where it builds Thunderbird, LTD, Marquis and Cougar.

U. S. CAR PRODUCTION

	Week Ended Aug. 11, 1984	Week Ended Aug. 13, 1983	Week Ended Aug. 4, 1984	July Total	Jan. 1 to Aug. 13, 1983	Jan. 1 to Aug. 11, 1984
AMERICAN MOTORS	4,800	4,500	4,551	19,207	106,515	122,951
AMC Total					4,071	
Concord					3	
Eagle					4,068	
Renault Total	4,800	4,500	4,551	19,207	102,444	122,951
Alliance	3,000	3,018	2,640	10,685	97,972	66,954
Encore	1,800	1,482	1,911	8,522	4,472	55,997
CHRYSLER CORP.	8,200	14,969	129	68,574	507,344	767,611
Plymouth Total	3,500	5,298	38	21,661	183,544	226,714
Horizon	2,900	2,333		10,760	65,617	96,775
Reliant	200	2,920	17	7,590	114,843	110,551
Caravelle†	200	45	21	622	3,084	5,758
Gran Fury	200			2,689		13,630
Chrysler Total	1,400	3,879	40	21,621	118,414	256,151
LeBaron		922		6,692	53,245	77,225
Laser		645		3,808		46,064
Chrysler E-Class	200	2,312	40	3,722	65,169	63,310
Fifth Avenue	1,200			7,389		69,552
Dodge Total	3,300	5,792	51	25,292	205,386	284,746
Omni	2,600	2,070		10,374	74,529	91,480
Aries	200	2,406	22	6,569	85,234	87,865
Daytona		361		2,642		34,207
Dodge 400					18,478	
Dodge 600	200	955	29	3,216	27,145	48,509
Diplomat	300			2,491		22,685
FORD MOTOR	35,255	29,070	35,846	79,506	888,618	1,063,294
Ford Division	22,224	17,869	21,016	49,288	564,499	686,547
Escort	6,462	5,322	5,714	14,576	157,044	210,846
Fairmont					23,728	
Mustang	3,079	1,739	3,117	7,167	69,218	83,536
LTD	4,234	3,073	3,540	9,319	103,438	131,178
Thunderbird	2,635	2,023	2,651	3,784	115,949	91,447
Crown Victoria	1,587	1,613	1,623	4,136	56,307	47,040
EXP	1,112		797	2,176	1,184	21,698
Tempo	3,113	4,099	3,574	8,130	37,271	100,802
L-M Division	13,031	11,201	14,830	30,218	324,119	376,747
Mercury Total	9,608	8,551	10,679	21,286	255,451	271,831
Lynx	1,238	1,911	1,971	2,792	85,691	41,622
Capri	265	421	222	655	13,305	10,427
Zephyr					8,601	
Marquis	2,326	1,067	2,725	6,477	44,159	70,732
Cougar	3,157	2,794	3,202	4,609	73,474	65,531
Grand Marquis	1,435	1,319	1,733	4,299	58,791	57,051
LN7					290	
Topaz	1,187	1,039	826	2,454	11,140	26,468
Lincoln Total	3,423	2,650	4,151	8,932	68,658	104,916
Continental	901		1,097	2,365	8,793	23,914
Lincoln	2,144	2,650	2,599	5,571	39,684	62,395
Mark VI/VII	378		455	996	20,191	18,607
GENERAL MOTORS	68,358	50,257	66,434	345,702	2,369,340	2,881,105
Buick Division	12,346	10,321	11,324	83,467	546,602	631,767
Skylark	2,246			6,740	61,382	60,691
Skyhawk		1,473		10,865	46,160	93,826
Somerset Regal	629		223	948		1,658
Century	4,123	623	4,428	20,759	100,876	143,757
Regal		4,367		15,269	154,495	131,396
Buick	2,932	3,053	4,069	17,772	154,301	136,857
Riviera	816	805	1,048	4,481	29,388	32,920
Electra (fwd)	1,600		1,556	6,593		30,662
Cadillac Division	7,238	1,558	6,788	28,431	187,161	211,766
Cimarron	260		764	796	12,324	11,046
Seville	536	524	674	2,881	20,959	25,446
Eldorado	1,192	1,034	1,504	6,409	46,383	49,897
Cadillac	1,560		1,695	7,884	107,495	88,036
DeVille (fwd)	3,690		2,151	10,461		37,401
Chevrolet Division	22,714	21,774	23,152	113,533	761,277	977,790
Chevette	2,849	3,868	2,884	11,290	109,323	119,309
Cavalier	6,349	7,699	4,633	29,587	179,436	254,793
Celebrity	5,242	1	5,396	24,992	83,861	189,356
Camaro	5,214	1,467	4,600	19,464	119,269	164,305
Citation		1,342	1,701	11,496	63,253	70,017
Malibu/EI Camino		2,232			94,973	16,346
Monte Carlo	1,530	2,457	1,496	6,275	57,215	72,271
Chevrolet	780	2,034	1,694	7,203	39,008	70,062
Corvette	750	644	748	3,226	14,939	21,331
Oldsmobile Division	18,665	12,867	19,090	81,852	620,145	721,496
Omega				2,520	36,269	29,289
Firenza		822	102	4,446	29,964	44,492
Cutlass Supreme	3,510	3,534	3,897	14,325	178,563	175,073
Cutlass Ciera	4,795	2,955	5,517	21,250	125,577	176,995
Oldsmobile	6,028	4,929	5,971	25,774	224,656	227,110
Olds 98 (fwd)	3,067		2,413	9,228	25,116	37,501
Calais	625		305	944		1,732
Toronado	640	627	885	3,365		29,304
Pontiac Division	7,395	3,767	6,080	38,149	254,155	338,286
Acadiah†	200	271	181	1,054	22,933	10,378
2000 Sunbird	1,454	180		11,451	65,329	91,588
1000	526	1,199	768	2,846	27,662	25,386
Firebird	2,547	251	2,444	11,332	58,099	74,993
Phoenix		380		804	16,925	14,116
Grand Prix/Bonneville		1,486			63,207	29,733
Parisienne	468		419	1,620		17,118
Fiero	2,400		2,449	10,096		75,355
HONDA	3,600	1,463	2,963	9,864	25,616	81,697
VOLKSWAGEN		2,196			53,725	55,431
Total Cars, U.S.	120,213	102,455	109,923	522,853	3,951,158	4,972,089
Total Cars, Canada	13,023	8,944	15,390	62,118	608,229	676,414
N. American Cars	133,236	111,399	125,313	584,971	4,559,387	5,648,503
N. American Trucks	63,214	44,862	61,656	266,395	1,693,037	2,409,238
North American Cars and Trucks	196,450	156,261	186,969	851,366	6,252,424	8,057,741

†—All Acadia and Caravelles are built for sale in Canada. *—Estimated.

CANADIAN CAR PRODUCTION

	Week Ended Aug. 11, 1984	Week Ended Aug. 13, 1983	Week Ended Aug. 4, 1984	July Total	Jan. 1 to Aug. 13, 1983	Jan. 1 to Aug. 11, 1984
AMERICAN MOTORS	600	605	610	852	17,758	14,068
CHRYSLER CORP.					103,857	
FORD MOTOR	8,045	5,364	9,061	15,069	149,931	264,092
GENERAL MOTORS	4,378	2,975	5,719	45,342	336,748	391,772
VOLVO				855	5,935	6,482
Total Cars, Canada	13,023	8,944	15,390	62,118	608,229	676,414

TRUCK PRODUCTION IN U.S.†

	Week Ended Aug. 11, 1984	Week Ended Aug. 13, 1983	Week Ended Aug. 4, 1984	July Total	Jan. 1 to Aug. 13, 1983	Jan. 1 to Aug. 11, 1984
CHEVROLET	10,263	12,007	17,377	95,093	488,089	623,375
DODGE	3,500	2,133	2,451	11,250	82,821	122,586
FORD	20,046	16,175	21,861	60,487	538,114	719,973
GMC	6,193	3,152	5,112	31,318	156,086	202,323
INTERNATIONAL	1,567	1,032	1,757	4,160	30,413	45,962
VOLKSWAGEN					2,079	
JEEP	3,800	1,909	3,630	8,429	48,522	114,696
NISSAN				8,459		57,738
AM GENERAL	50*	50*	50*	210*	1,530*	1,620*
MISCELLANEOUS	1,000*	1,000*	1,000*	4,200*	30,600*	32,200*
Total Trucks, U.S.	54,419	37,458	53,238	223,606	1,378,254	1,920,473

CANADIAN TRUCK PRODUCTION

	Week Ended Aug. 11, 1984	Week Ended Aug. 13, 1983	Week Ended Aug. 4, 1984	July Total	Jan. 1 to Aug. 13, 1983	Jan. 1 to Aug. 11, 1984
CHRYSLER CORP.	5,700	2,277	3,931	15,025	76,570	210,841
FORD MOTOR	1,928	2,739	3,348	4,572	82,765	92,892
GENERAL MOTORS	994	2,319	922	22,726	152,004	180,351
INTERNATIONAL	173	69	217	466	3,444	4,681
Total Trucks, Canada	8,795	7,404	8,418	42,789	314,783	488,765
N. American Trucks	63,214	44,862	61,656	266,395	1,693,037	2,409,238

†—Now includes window van production. *—Estimated.

Jeep includes commercial only. AM General includes government-destined vehicles.

Car output slips in Canada, but trucks move up

Canadian auto and truck production continued to fluctuate last week as vacations and model changeovers affected output.

Reduced activity at General Motors and Ford Motor Co., along with an idle Volvo, resulted in a decline for autos last week. At the same time, Canadian truck makers saw output improve slightly as Chrysler Corp. stepped up assembly.

The Canadian industry targeted completion of 13,023 cars last week, down 15.38 percent from the prior week's 15,390, but 45.61 percent greater than the year-ago week's 8,944.

Vacationing workers at Volvo's Halifax (N.S.) plant are scheduled to return Aug. 20.

Year to date, 676,414 cars have been assembled in Canada, 11.21 percent above 608,229 assembled during the same 1983 period.

Canadian truck makers slated assembly of 8,795 units last week, 4.48 percent better than previous week's 8,418 and 18.79 percent above 7,404 built during the year-ago week.

So far this year, 488,765 trucks have been completed, 55.27 percent more than 314,783 finished at this time last year.

Truck production rises for week; 54,419 assembled

Domestic truck production improved slightly last week but a lack of activity at Nissan helped keep totals below normal.

U.S. manufacturers projected assembly of 54,419 trucks last week, 2.22 percent greater than the previous week's 53,238 and 45.28 percent better than the year-ago week's 37,458.

So far this year, 1,920,473 trucks have been completed in

the U.S., a 39.34 percent improvement over the 1,378,254 assembled during the same 1983 period.

Nissan's Smyrna (Tenn.) facility remained idle last week for scheduled vacations. Pro-

duction at the plant is expected to resume today (Aug. 13).

General Motors was the only truck maker to schedule overtime last week. GM's Pontiac facility worked one Saturday (Aug. 11) overtime shift.